THE INTERNATIONAL SHOE AND LEATHER WEEKLY

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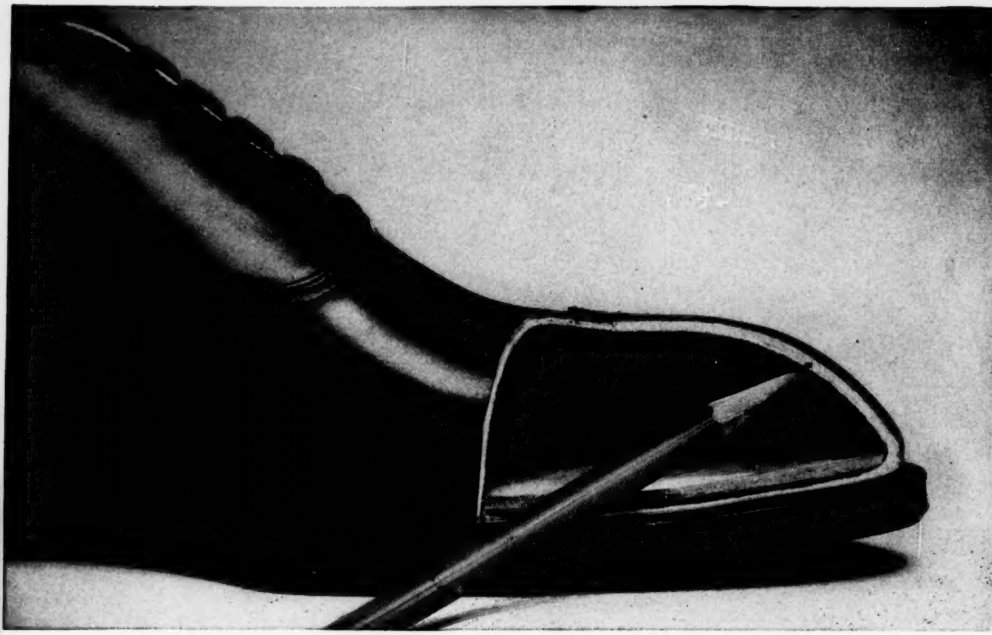
LEATHER and SHOES

Give enough!



NEWS X-RAY

Sudden shift in business outlook. Now mountingly optimistic as compared with frowns of earlier months. Dun & Bradstreet survey reports 61% of firms expect gains in last quarter as compared with only 54% in August. Definite uplook on profits, too, after slow, worrisome 1949 start when first-quarter profits were 16.3% below corresponding period of 1948, and second-quarter profits were down 29.1% from April-June 1948 period. Smaller firms were hardest hit.

Then terrific, unexpected recovery in third quarter, with good prospects of follow-through in fourth. Production, sales and profits picture for 1949 may be very close to that of 1948. Now thinking is that 1950 may better 1949 and even 1948. Plenty of "facts" and "reasons" to support belief. Important thing is that reinvigorated confidence has inspired businessmen and consumers in way that will motivate buying and selling.

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Low productivity pace in shoe industry causing concern. Prewar annual output per worker was around 1,900 pairs, climbed to wartime peak of 2,500 pairs (due to longer hours, style restrictions, more bulk orders, more standardization, etc.), but declined in postwar years. In 1948, back to 1,917 pairs; 1949 will probably be a little lower—back to prewar pattern.

No appreciable progress in productivity rate in past 20 years. Since 1939, wages up about 110%; average factory shoe prices up about same—from $1.68 to current $3.50. But consumer pressure is on prices, while wage increases or equivalent still on upgrade, and productivity is stationary. Obvious result: rising costs, sliced profits, tighter operations.

Answer not in wage cuts. Shoe workers (average weekly wage, $41) still some 20% below national factory worker average ($52). Answer to increased shoe factory productivity to match national annual average increase of 2-3%, is in technology, methods, plant, research, management, distribution, etc. Those are chief productivity sources for practically all industries.

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Devaluation a bust to date, may lead to more stringent measures. Effect on U. S. leather, shoes and other industries has been negligible, despite reported light hide trading with Argentina. Primary purpose of bringing more dollars to devaluated countries is being defeated by price raises on goods for export to dollar markets. U. S. buyers won't bite.

Another aggravating factor is tendency of sterling-area countries, cutting down on dollar goods imports, to buy more British goods which could bring dollars from U. S. Resulting price rises make it doubtful pound can be held at $2.80 level. Sterling areas' balances (almost $12 billion) must be deflated in India, Pakistan, Egypt, etc., before currencies reach convertibility. Grim alternative is split of non-Communist world into two antagonistic monetary systems.

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ECA call for increased imports by U. S. to fill "dollar gap" will fall far short of mark in shoe and leather trade. More to problem than "elimination of (U. S.) barriers and other obstacles to the import trade." Paradoxically, exporting countries willing to sell products unwanted by U. S. consumer, unwilling to send wanted commodities.

Even without trade barriers, small market here for foreign-made shoes. Top quality British men's shoes, Mexican huaraches, etc., sell here, but general run shoes far behind American-made in quality, styling, price, etc. Same for foreign-made leathers, far below U. S. quality.

U. S. tanners want foreign hides, skins, tanning extracts, unable to pay high prices even when available. Next move up to countries seeking dollars. Removal of export quotas and barriers, reduction of prices to world market competitive levels, more so-called reciprocity needed.

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Shoe factory in-stock depts. growing in size and number. These depts. doing 25% more business in dollars and units than in 1946, and substantially more than prewar. The cause: vast postwar expansion of short-range buying policy and its increased purchases in much smaller lots. Has advantages and disadvantages. Contains "hidden costs" for the retailer—higher freight rates on smaller orders, for instance; and sometimes deliveries unavoidably late or cannot be adequately filled.

Shoe wholesalers being affected by factory in-stock depts. Many of their former accounts now buy from factory. Wholesalers left with smaller, riskier accounts. Shoe mfrs. show varying reactions toward in-stock dept. trends. Some say it has levelled year-round production, employment, sales. Others say that it is affecting production and styling schedules. But almost all say that the industry should study the problem, find the best solution, then promote new policy, probably a compromise between short- and long-range buying.

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Signing of non-Communist affidavits by President Clarence Carr and other officers former IFLWU Local 202 to insure place on NLRB ballot could prove boomerang. As in case of 13 CIO United Electric Workers officers, NLRB forwards affidavits to Justice Dept. for "appropriate action."

Carr and other union officials have been accused of Communist activities by Tanners Association of Fulton County. If Justice Dept. finds these charges true, officials may face perjury charges, union denied place on ballot. Recent wave of non-Communist oaths could then be just another CP stratagem gone wrong.

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Miscellany: NLRB examiner recently recommended So. Saddlery Co., Chattanooga, Tenn., be forced to show books to United Leather Workers' Int. Union, AF of L. Reason: company has raised leather prices, paid regular dividends while claiming inability to pay wage increase for past year. . . . Cattlehide stocks in Argentina totaled 1,500,000 pieces at end of July, according to Dept of Commerce. . . . Nearly 60% of 255 recently adopted pension plans call for joint contributions by management and workers.

EDITORIAL

Ideas Won't Work Unless You Do

ONE of the serious shortcomings of the leather industry is its failure to fully recognize the enormous versatility of the product it makes and sells and to cash in on the potentials of this versatility.

Since the end of the war, deepening furrows of anxiety have marked the face of the industry as it has observed the steady decline in leather consumption of some of its "traditional" markets. Synthetics and other non-leather materials have made substantial inroads into such markets as handbags, upholstery, industrial belting, luggage, shoe soles, personal leather goods, accessories, etc. Even shoe uppers, once a virtually impenetrable market to "outsider" materials, have begun to feel the effects. The rising consumption of synthetic suede is only one example.

We have now reached a point where none of leather's once-exclusive markets is to be considered sacred and inviolable. It is being demonstrated with realistic impact each day. Nor is the state of affairs to be regarded as "temporary," a natural aftermath of war. The more realistic fact is that most of the synthetics are here to stay. And, significantly, as a determined competitor, they are out for as much of the market as they can capture. In a free, competitive market this is a completely justifiable attitude.

To a large degree, the leather industry's approach to this challenge has been a negative one. It has often attempted to place most of the emphasis on the alleged shortcomings of its competitors' products instead of emphasizing the assets of its own products. It has tried to unsell its competitors but has meanwhile neglected to sell itself. It has paid so much attention to the incubator that it has at times lost sight of the egg.

Because leather is one of the oldest materials known to man, and because for centuries certain markets of consumption have been virtually the exclusive property of the industry, the industry has limited its products and selling chiefly for these markets. It has practically placed all its eggs in one basket. A World War II explosion blew a few small holes in that basket—holes that are now being discovered with growing apprehension.

So now the question arises from everywhere: what to do about it? At first the belief was that the holes would patch up by themselves as if by miracle or magic. The thinking has now become more realistic. But even step two got off on a wrong foot. The emphasis was not on concrete effort to patch up the holes but on condemning those and their products responsible for making the holes. As a result, the holes still remain in the basket. And the eggs are no more secure than before.

We suggest two simultaneous steps: (1) Patch up the holes; (2) build new baskets.

Step one requires primarily a cessation of the negative approach of trying to unsell or disparage competitive products. In place of this should be used the positive approach—the forceful selling of leather and all its distinctive qualities. Only in this way will the holes in the basket be repaired. Just as a long-married possessive husband may take his attractive wife too much for granted—only to one day discover her loyalty and affection to be questionable—so the leather industry has taken some of its markets too much for granted. It is time for the fervent courting to begin again. And the most successful suitors are not those who spend their time criticizing their rivals, but those who concentrate upon romancing the lady by selling their own virtues.

Step two represents a wholly new approach for the leather industry—the opening of new markets, the building of new baskets. This can be done by invading markets consuming other products, and also by creating or promoting new products which can consume leather.

The vitality of an industry is in ratio to its hold on its traditional markets and its ability to open new markets.

The fact that there is still a shortage of some types of leathers should not deter the effort to constantly sell and promote leather. It is true that some of our traditional sources of rawstock supply might be permanently closed or at least reduced in supply. It is also true that our population increase has required greater consumption of leathers, such as for shoes. But it is very probable that there may still be substantial leather surpluses in some types due to the increasing inroads of non-leather materials into leather's markets.

It might be a very sound idea for the industry to set up a permanent investigating committee — a combination of technical and commercial personnel—to search for new fields and products wherein leather's distinctive qualities may have definite advantages.

Out of all this a strange but stark truth arises. In all history, until today, leather has never had to sell itself against a competitor. In the past, leather has had to compete only against leather, a sort of friendly intra-industry competition.

But now the "outsiders" have swarmed in, have already made substantial headway, and show every intention and determination to make even greater progress. The industry, largely inexperienced in waging economic war against such a well-equipped competitor, has misjudged the tactics and underestimated the competitor. A serious re-appraisal of approach and strategy is called for.

Leather has a powerful arsenal of assets to sell to wage its war successfully. But the greatest arsenals are worthless unless the weapons are converted to action.

Ideas are abundant. But ideas are funny: they won't work unless you do.

NOTICE

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WEEKLY DEPARTMENTS

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NEWS

International To Close Massabesic Plant

International Shoe Co. will close its Massabesic plant in Manchester, N. H., as soon as shoes now in process are finished. The announcement was made last week by J. A. Urquhart, general manager of International's Eastern Division.

The closing was attributed to falling demand for the misses' and children's cement shoes manufactured at the Massabesic plant. Shoes in process will require about four weeks for finishing, it was estimated.

Urquhart said that the plant's 300 workers will be given job preference at the central plant in Manchester where approximately 3000 are employed at present. He added that the company is expanding operations on other lines made in the east.

Selby Shift To Offset Massabesic Plant Shutdown

Announcement of the impending shutdown of International Shoe Co.'s Massabesic plant in Manchester, N. H,. which meant loss of jobs to 300 shoe workers, has been offset by news that the old Salvage-Molloy factory in Manchester will soon buzz with activity.

Officials of Selby Shoe Co., Portsmouth, O., revealed last week that two of its lines—Styl-Eez and Physical Culture—will be manufactured mainly, starting around Dec. 1, at the Salvage plant in Manchester. A new corporation to be known as S & S Co. is being formed by Selby and Louis H. Salvage for the production of these shoes. Salvage currently operates Salvage Malloy Shoe Co., Louis H. Salvage Shoe Co., and Foot Delight Shoe Co. (L&S, Oct. 22).

Officials of the new firm are Louis H. Salvage, president; William Hooley, Selby general sales manager, vice president; and Julius Johnson, Selby secretary, secretary. It is expected that Manchester operations eventually will call for the employment of close to 500 additional shoe workers. Output will approach 4500 pairs daily.

Simultaneously, Selby president N. B. Griffin announced that prices of Styl-Eez and Physical Culture cement and welt lines for spring had been reduced from the \$9.95-\$12.95 range to \$8.95 to \$10.95. Casuals of these lines will continue to be made in Portsmouth at a new Selby plant and will continue to sell at \$7.95-\$10.95. Arch Preservers, Ground Gripper, Cantilever and Town Walker lines will also remain in Portsmouth. Sales of Styl-Eez and Physical Culture will remain in Portsmouth although Selby will establish a warehouse in Manchester for Eastern distribution.

Selby hopes to standardize various lines in Portsmouth so that increased sales may lead to the re-employment of the 1000 workers who will be laid off Dec. 1. Employment at the Portsmouth plant totaled nearly 2600 last week with another 100 in the branch fitting room at Ashland, Ky. The Ashland branch will be discontinued about Dec. 1.

QM Asks Service Shoe Bids

The New York Quartermaster Purchasing Office has issued QM-30-280-50-253 calling for bids on 169,324 pairs of service shoes with leather soles and rubber taps. Bids will be opened at 1:00 p.m. (EST) on Nov. 4 in New York.

Specifications call for sizes ranging from 5 EEE to 11 EEE. Delivery is to Port Transportation Officer, New York Port of Embarkation, Brooklyn, N. Y., in 100 percent overseas pack between Dec. 16-25, 1949.

Strike Idles Trostel

A wildcat walkout of a few worker-members of International Fur & Leather Workers Union, CIO, brought operations at Albert O. Trostel & Sons Co., Milwaukee tanner, to a virtual halt this week. The unauthorized strike idled the company's 500 production workers when a picket line prevented them from entering the plant.

The dispute developed when two company workers were given a three-day layoff after rushing to comply with a work order, according to Albert Trostel, Jr., company president. The order requested employes to identify their output of hides by initialing them with chalk.

The layoff caused 25 workers in the first shift of the affected department to leave their jobs. Another 45 in following shifts left that day and on the following morning 30 pickets barred the way to other workers. Trostel said IFLWU had promised to send in special work crews to process several thousand dollars' worth of hides facing spoilage.

Dept. Store Sales Off

Department store sales of women's shoes during Aug. were two percent less than the same month last year, according to a survey by the Federal Reserve System. Sales in 226 leading department stores for the first eight months of 1949 were five percent below a year ago.

Men's and boys' shoes and slippers showed no change for Aug. as compared to last year but in the first eight months, sales in 195 department stores were also down five percent. Children's shoes were four percent ahead of last Aug. for 213 stores reporting but five percent below a year ago.

In the basement divisions of 130 department stores, sales of shoes, unclassified, equalled Aug. 1948 but were also five percent down for the eight-months period.

Predict Higher Shoe Prices

It will be higher shoe prices in 1950 if present indications mean anything, according to Lawrence B. Sheppard, president of the National Shoe Manufacturers Assn. Sheppard made his prediction at a luncheon of the National Shoe Institute held last week at the Park Lane Hotel, New York City.

The Association president cited four reasons to support his statement:

1. Devaluation in the sterling areas or in Argentina will be of little benefit. Hides and skins are in short supply the world over and are not likely to sell for fewer dollars regardless of the value of the pound or peso.

2. Wage costs have continued to creep upward, especially where the increased costs of welfare programs are added. Although the average wage in the shoe industry is \$1.10 per hour, the new minimum wage law of 75c per hour will most likely

affect the many trainees in shoe factories and add to costs.

3. Public insistence for improved quality in each price range has increased costs and no increase in prices.

4. Cost reduction through the use of rubber soles, improved efficiency and reduced profits have been used up and there are no miracles in sight.

Sheppard estimated that shoe production and consumption this year will approximate 465 million pairs, a figure that should be equalled in 1950. George B. Hess, president of the National Shoe Retailers Assn., reported that the shoe industry would concentrate on promotion of seasonal shoes for men in an effort to level off sales fluctuations. He said there would be a greatly increased variety of men's shoes designed for summer wear in 1950.

Perfect New Last Measuring Size Stick

A new last measuring stick made of metal has been developed by a technical committee of the Last Manufacturers Assn. in cooperation with the precision tool factory of L. S. Starrett Co., Athol, Mass.

The new stick, termed a precision instrument in every detail by the National Shoe Manufacturers Assn., is made to show graduations on three sides; twelfths of an inch on one, Paris (french) and millimeter sizes on a second, and American last sizes on a third. Orders may be placed with Carl Whittier of the Last Manufacturers Assn., 80 Federal St., Boston.

Douglas Will Not Sell

W. L. Douglas Shoe Co. will not sell its Brockton, Mass., plant and will resume the manufacture of shoes at the plant if a dispute with the Brotherhood of Shoe and Allied Craftsmen can be settled, according to word received this week from Douglas president Joseph W. Bartlett by Earle F. Snow, BSAC leader. Snow had contacted Bartlett upon the outbreak of rumors that the factory was for sale.

Douglas closed down its plant last April after the BSAC refused to accept lower piece prices and a layoff for 300 employes-members. The company has since supplied its retail stores by producing shoes at its Scranton plant and contracting for the manufacture of similar shoes with other firms.

Aug. Shoe Output Up 36%

Footwear production during Aug. totaled 44.5 million pairs, a gain of 36 percent over July output of 33 million pairs, the Bureau of the Census, Dept. of Commerce, reports. The Bureau added that the gain followed the normal seasonal production pattern, although Aug. 1949 output was nine percent greater than the 41.4 million pairs turned out in Aug. 1948.

Production increases from July to Aug. were reported for all types of footwear. Women's shoes, sandals and playshoes, comprising 46 percent of Aug. output, totaled 21 million pairs or 37 percent more than the 15 million pairs produced in July and 13 percent more than the Aug. 1948 output of 18 million pairs. Men's shoes showed a 36 percent rise with a total of 8.7 million pairs in Aug. 1949 against 6.4 million pairs in July and 8.8 million pairs in Aug. 1948.

Slippers for housewear amounted to 5.5 million pairs, 47 percent more than July output of 3.7 million pairs and 28 percent more that the 4.3 million pairs turned out in Aug. 1948.

Shipments of 47 million pairs of shoes and slippers during Aug. were valued at $165 million, an average of $3.51 per pair. Average value per pair shipped was $3.37 in July and $3.78 in Aug. 1948. Following are comparative production figures:

Kind of footwear	Production (thousands of pairs)			Percent of change August 1949 Compared with—	
	August 1949 (preliminary)	July 1949 (revised)	August 1948	July 1949	August 1948
Shoes and slippers, total	44,495	32,987	41,357	36.4	8.8
Shoes, sandals, and playshoes	38,956	28,845	36,406	35.1	7.0
Men's	8,691	6,383	8,838	36.2	—1.7
Youths' and boys'	1,797	1,464	1,711	22.7	5.0
Women's	20,843	15,234	18,367	36.8	13.5
Misses'	2,674	1,992	2,403	34.2	11.3
Children's	2,093	1,549	2,051	35.1	2.0
Infants'	1,707	1,362	1,789	25.3	—4.6
Babies'	1,151	861	1,247	33.7	—7.7
Slippers for housewear	5,454	3,706	4,273	47.2	27.6
Athletic	297	221	379	34.4	—21.6
Other footwear	298	215	299	34.0	—3.7

Wolf-Yeager to Dissolve

Stockholders of Wolf-Yeager Shoe Co., Inc., Pilot Grove, Mo., have voted to dissolve the corporation, according to Rudyard C. Wolf, operator of the plant. Wolf said the action was necessitated by "uncertain business conditions, high overhead costs and increased labor costs." The factory has been making infants' shoes since May 1947 and ceased operations Sept. 30 of this year.

NESLA Opens 3 Courses

Three special courses of interest to the leather and shoe industry have been re-opened this fall by the New England Shoe and Leather Assn., Boston. They are: "Work Simplification and Methods Improvement," a special training course for shoe and leather executives employed by member companies; a course on "Labor Relations" for executives, and "Shoe Pattern Drafting and Model Cutting" for employes of member companies.

"Work Simplification and Methods Improvement" is being presented for the fifth consecutive year at the Boston University Evening College of Commerce. The course consists of 18 lectures held on Wednesday evenings.

Goodrich Denies Charges

B. F. Goodrich Co., New York City, has filed an answer with the Federal Trade Commission denying FTC charges that it has engaged in unlawfully discriminatory pricing practices in connection with the sale of rubber and canvas footwear. The FTC had claimed that Goodrich was granting certain buyers larger discounts than given to other buyers. Price differentials ranged from three to more than 18 percent depending upon quantities purchased, according to the FTC.

Goodrich's footwear (rubber and canvas) consists of its nationally advertised Hood and Goodrich brands, its unadvertised Shawmut brand, and its customers' private and specification brands. Both advertised and unadvertised brands are sold to retailers and wholesalers, while the latter and private brands are purchased by mail order houses and retail chains.

Leather Worker Totals Drop

The number of employes in the leather and leather products manufacturing industry totaled 393,000, according to a preliminary survey for Sept. released by the Bureau of Labor Statistics. This was a drop of four percent from the Aug. level of 397,000 but 10,000 more than the

383,000 employed in July. A year ago Sept., the total was 412,000.

The survey showed that actual production workers in the industry totaled 343,000 in July, 355,000 in Aug. and 354,000 in Sept. The figure was 370,000 during Sept., 1948.

Shoe Industry Labor Pains

The shoemaking industry was recently credited with having provided "the first recorded effort at collective bargaining" in America's history, in an address by Robert N. Denham, general counsel of the NLRB, before the Pacific Coast Management Conference in Berkeley, Cal. Denham said the event occurred in 1799 in Philadelphia and that a shoemakers' strike took place the same year.

"Then in 1809, we come to what seems to be this country's first experience with the secondary boycott, for the shoemaker's strike of that year extended to all employers who were friendly with shoe manufacturers," he added.

Mr. Denham apparently was not aware that the earliest recorded labor strike in the U. S. took place in 1796 among Philadelphia shoemakers who appear to have picked up the strike idea rather early. The strike was over a wage increase, lasted two weeks, proved successful. Another point he failed to mention was that the first national women's labor organization was Daughters of St. Crispin, composed of women shoe workers, who held their first convention at Lynn, Mass. in 1869.

Triple Industry Spending

The leather and leather products manufacturing industry is currently spending at least three times as much for new plants and equipment as it did in 1939, the year of the last previous census, a study by the Census Bureau shows. The study set expenditures for new construction, new machinery and equipment at $31,300,000 in 1947 as compared to only $9,300,000 in 1939.

A breakdown of expenditures during 1949 showed manufacturers spent $8,100,000 for new construction and $23,200,000 for new machinery and equipment. Of the latter, $19,600,000 was for production machinery and $3,600,000 for other types. Both the leather and apparel industries, however, spent less than $100 average per employe as compared to $2,075 per employe in the petroleum and coal products industry and $1,425 per employe in the chemicals and allied products industry.

BLS Modernizes Industry Report

Basing its observations on postwar factors rather than 1939 standards, the Bureau of Labor Statistics, Dept. of Labor, has issued the first volume of its revised "industry report on hours and earnings," with July 1949 as the first month covered. The report has been broadened to take in many new industries and re-classifies several others into new industrial groupings.

Leather and leather products now have three main divisions: leather, footwear except rubber and other leather products. Rubber footwear is classified under "rubber products."

The first revised issue covers only average weekly earnings, hours, and average hourly earnings. All previous data for July in these divisions should be abandoned in favor of the new studies which are made on a modern postwar basis rather than the older basis of "major product or activity in 1939."

Average weekly earnings listed for "footwear except rubber" were: May, $37.37; June, $39.24; July, $39.89. Average hourly earnings were May, $1.099; June, $1.090; July, $1.084. For "rubber footwear," average weekly earnings were $48.39, $50.35 and $48.84 for May, June, and July. Average hourly earnings were $1.257, $1.278 and $1.262 for these months. For "leather," weekly earnings were $53.03, $54.39 and $53.53 for May, June and July while average hourly earnings were $1.381, $1.391 and $1.394 for these months.

Average weekly hours worked in "footwear except rubber" were 34 for May, 36 for June and 36.8 for July. For "rubber footwear," they were 38.5 for May, 39.4 for June and 38.7 for July. For "leather," they were 38.4 for May, 39.1 for June and 38.4 for July.

Historical data "useful for analyzing postwar trends" may be obtained by writing the Bureau for "summary statements showing all employees, production workers, average weekly hours and average weekly and hourly earnings by month from Jan., 1947." The industry should be specified.

Joseph Rumpf Joins Al Howe Services

Joseph Rumpf, long associated in an executive capacity with the shoe manufacturing trade, has joined Al Howe Services, Chicago agency specializing in placement of executive personnel within the shoe industry. Rumpf, who served with Dunn & McCarthy, Inc., Auburn, N. Y. and Gray Bros. Shoes, Inc., Syracuse, N. Y. for the past 38 years, will travel throughout various shoe centers to arrange for the placement of top personnel in executive positions.

JOSEPH RUMPF

Al Howe Services was launched during the post World War I depression years when Howe undertook as a hobby to find jobs for war veterans. His first office was located in the basement of his home in Chicago's South side. Since then, Howe has become one of the top executive placement services in the midwest.

USMC Reveals New Tanning Machine

United Shoe Machinery Corp., Boston, has announced that a new machine, the first it has developed expressly for the tanning industry, is ready for marketing. Known as the USMC Air Blast Dust Removal Machine, Model A, the new machine employs an entirely new principle by using an "air knife" to remove buffing and staking dust from leather before finishing.

Designed to eliminate the brushing operation, the machine utilizes a jet of air to raise staking or buffing dust from among fibres, and then draws the dust away by means of the tannery exhaust system.

Rubber Footwear Stocks Low

Rubber footwear supplies will be tight this fall, according to C. L. Muench, president of Hood Rubber Co., Watertown, Mass., a division of B. F. Goodrich Co. Muench said retailers were caught short when widespread Sept. rains in the East and Southeast brought a rush of buyers.

"Last year's open winter caused some surplus inventories to be carried over," he pointed out. "Consequently, many retailers were reluctant to order complete stocks for this fall and it has been difficult for manufacturers to estimate or plan production to meet early season 'fill-in' demand."

Show Leather Wallpapers

Ancient wallpapers made of leather are among featured exhibits at the world's most famous wallpaper museum, recently reopened at the Castle of Wilhelmshoehe near Kassel, Germany. The leather wallpapers, many of them dating back over 300 years, were taken from crumbling walls of old castles in Germany. Heinrich Apell, director of the museum, was formerly owner of a large wallpaper firm.

Boston Shoe Show To Open Nov. 13

Shoe manufacturers who display their wares twice each year at the Boston Shoe Show have been informed that the next showing will be held at the Parker House, Boston, on Nov. 13-17. The show, featuring styles for spring and summer, 1950, will open on a Sunday for the first time in its history. The Sunday law was changed recently to permit the Boston show to compete with others staged throughout the country.

▲ John Ward of John Ward Leather Co., Milwaukee, Wis., has joined Shain & Co., Inc., Boston converters and distributors of shoe fabrics and linings. Ward has been active in the shoe trade for the past 25 years and will handle Illinois, Wisconsin for Shain.

Shoe and Slipper Production By Types: July, 1949

Kind of Footwear	Total	All-leather uppers (thousands of pairs) Total	Leather soles	Rubber or rubber composition soles	Other non-leather soles	Part-leather uppers (thousands of pairs) Total	Leather soles	Rubber or rubber composition soles	Other non-leather soles	Non-leather uppers (thousands of pairs) Total	Leather soles	Rubber or rubber composition soles	Other non-leather soles
Shoes and Slippers, Total	33,031	27,808	16,462	10,912	434	1,005	231	308	466	4,218	1,288	1,445	1,485
Men's	7,384	7,032	4,060	2,918	54	89	41	48	......	263	110	29	124
Youths' and Boys'	1,560	1,531	172	1,322	37	2	2	......	......	27	10	....	17
Women's	17,441	13,429	8,499	4,703	227	737	177	108	452	3,275	989	1,343	943
Misses'	2,231	1,907	690	1,157	60	158	2	144	12	166	60	32	74
Children's	1,993	1,708	922	740	46	15	5	8	2	270	54	27	189
Infants'	1,521	1,399	1,330	66	3	4	4	......	......	118	54	14	50
Babies'	901	802	789	6	7	....	......	......	......	99	11	....	88

Production and Shipments, By States: January-July 1949-1948

(All quantities expressed in thousands of pairs; value of shipments in thousands of dollars)

State	Production, shipments, and value of shipments — January-July 1949: Production	Shipments	Value of shipments	January-July 1948: Production	Shipments	Value of shipments
UNITED STATES, TOTAL	263,092	262,731	$926,333	269,633	267,941	$1,013,868
Illinois	16,256	16,579	76,336	18,243	18,160	85,180
Maine	15,149	15,481	49,689	14,509	14,605	49,697
Massachusetts	46,282	46,056	162,176	46,906	46,639	172,986
Missouri	32,041	31,989	134,874	36,589	36,573	157,401
New Hampshire	22,459	22,593	76,265	21,338	21,378	77,217
New York	47,692	47,413	139,276	49,900	49,602	162,772
Ohio	9,966	10,175	45,266	9,856	9,939	48,961
Pennsylvania	25,189	24,838	64,618	23,117	22,504	64,133
Wisconsin	9,251	9,140	48,141	10,134	9,812	53,451
Other States	38,807	38,467	129,692	39,041	38,729	142,070

SPOT News

Massachusetts

● At a meeting of creditors of Elco Shoe Co., Inc., Boston women's shoe manufacturer, majority opinion was that the firm's assets should be liquidated at auction. Balance sheet as of Sept. 23 showed accounts payable at $377,381, with total general claims of $428,452 and priority claims of $6,140, it is reported. Total book assets were $310,754.

● Plymouth Rubber Co., Canton, has a new line of molded rubber midsoles, soles and heels. The line is made to fit the men's Continental last.

● A stipulation of dismissal has been entered in U. S. District Court, Boston, for A. Sandler Co. in its suit against Consolidated National Shoe Corp., trading as Webster Shoe Co., and Best Shoe Co., Inc., charging infringement of patent on the "Tippecanoe" shell moccasin.

Maine

● Dividend of 2½ percent due on second note has been sent to creditors of Auerbach Shoe Co., Norway manufacturer of misses' and children's welt footwear, it is reported. Final note of another 2½ percent is due in January, 1950.

● Mogensen & Wolf has moved to new offices at 452 Fifth Ave., New York City. The firm is sales representatives for various companies, including Belle Glove Co., Gloversville.

New York

● Advance reservations for the Seventh Annual Convention and Suppliers' Exhibit of the National Heavy Outerwear Assn., Inc., indicate a heavy turnout. The convention will be held at the Waldorf-Astoria Hotel, New York City, on November 14-16.

● Plan of settlement with unsecured creditors of J. G. Menihan Corp., Rochester footwear manufacturer, on a 50 percent basis, has been approved, it is reported. Remittance on this basis has already been sent to creditors.

● The Kay Shoe Co., New York City, has been succeeded by Kay-Hine & Lynch Shoe Corp., it is reported. The firm is a men's footwear wholesaler.

● Involuntary petition in bankruptcy is reported filed against Bruce Belt Corp., New York City belt manufacturers.

Florida

● Summer Shoe Co., Miami footwear manufacturer, has filed petition to effect an arrangement under Chapter XI of the Bankruptcy Act, offering to pay unsecured creditors 15 percent. Liabilities are listed at $69,632 including unsecured claims of $50,667, with assets at $27,916.

Missouri

● Falcon Shoe Co., St. Louis shoe manufacturer, is reported offering compromise settlement of 33 1/3 percent settlement. Assets are $72,765 with current liabilities of $49,134.

● Chez Veon, Inc., recently opened for business in St. Louis as footwear wholesaler and retailer.

● Edison Bros. Stores, Inc., and Edison Missouri Stores, Inc., trading as Baker's Shoe Stores, Inc., have filed answer to complaint by Cobbler's, Inc., Los Angeles, charging them with patent infringement. The answer denies legality of patent issued to Walter Braun, president of Cobbler's, and asserts the shoes in question were already sold by defendant prior to alleged invention by Braun.

● The Vandalia plant of Johnson, Stephens & Shinkle Shoe Co. recently celebrated its 25th anniversary at which 26 employes were given 25-year service awards. Since operations began at the plant in 1924, employment has increased from 200 to 500 at present.

● Tower Grove Shoe Co., St. Louis manufacturer of women's slip lasted casuals, has moved to larger quarters at 1515 N. 25th St. Capacity is estimated at 1000 pairs daily.

● Peters Shoe Co., affiliate of International Shoe Co., has scheduled a series of advertisements in leading national magazines for 1950 during which City Club shoes will be prominently featured. The firm will exhibit 1950 styles at the Stevens Hotel during the National Shoe Fair.

● Members of the St. Louis Shoe Manufacturers Assn. will have their largest delegation in recent years at the National Shoe Fair in Chicago, Oct. 31-Nov. 3. Manufacturer-members have booked almost 200 rooms where they will display 3000 basic patterns with more than 8000 style designs based on these patterns.

Arkansas

● General Shoe Corp., Nashville, Tenn., is opening a new children's shoe manufacturing unit at Camden. Initial operations are scheduled to begin in Dec. with employment between 85-100 workers.

Washington, D. C.

● Manufacturers' sales were up sharply in Aug., the Commerce Dept. reports. Totals were $17.2 billions, highest dollar volume since March and $2.2 billion greater than July. Sales in the non-durable groups were estimated at $9.9 billion, some $400 million more than in July after allowance for seasonal factors. Inventories were reduced $150 million to $15.4 billion.

PERSONNEL

▲ Eli Cohen has been elected president of Cortell Shoe Co., Manchester, N. H., distributors of Buskens. He succeeds Clarence N. Jacobson who recently resigned. Gilbert Cohen was named treasurer to succeed Harold W. Cohen who also resigned. Eli Cohen is also president and treasurer of Marilyn Sandal Corp., Stoneham, Mass., and treasurer of Bee Bee Shoe Co., Manchester, which manufactures Buskens. Jacobson and Harold Cohen have announced they will launch a new corporation to manufacture women's casuals retailing at $3. Location of the plant will be in New England.

▲ Harold J. Krasner has been named sales manager of Desco Shoe Corp., Long Island City, N. Y. Krasner was formerly Eastern representative for the Barrett Shoe Division of General Shoe Corp., and previously operated his own sales agency. He will direct sales for the entire Desco sales organization.

▲ Ben L. Goldben has been appointed sales representative for Carmo Shoe Mfg. Co., Union, Mo., manufacturer of "Carmellettes," women's cemented shoes. Goldben, who will cover the Southeastern territory, including Alabama, Georgia, Florida, North and South Carolina, succeeds Sam Warum, now retired.

▲ L. W. Whittington has been appointed district manager of the Denver sales branch of U. S. Rubber Co., succeeding R. C. Emmons who becomes district manager of the Detroit branch. J. C. Miller, formerly Detroit district manager, becomes assistant district manager of the New York branch.

▲ Harris C. Miller has been promoted to the sales staff of Hooker Electrochemical Co., Niagara Falls, N. Y. Miller, who has been associated with the firm since 1941, has been assigned to the New York City sales area with offices at 60 East 42nd St.

▲ William R. Fine has been named sales representative for U. S. Shoe Corp., Cincinnati. Fine who has been in the trade for the past 15 years will cover North and South Dakota, Montana, Utah, and part of Wyoming.

▲ Frank Litvak of Consolidated National Shoe Co. is president of the newly-organized James Shoe Co., Inc., in Nashua, N. H., it is reported. Other officers of the firm which will manufacture women's novelty shoes are: Samuel A. Gass, treasurer; Louis Kleven and Paul I. Kleven, operators of Klev-Bro. Shoe Mfg. Co., Derry, N. H., directors. Litvak is resigning from Consolidated with whom he has been in charge of manufacturing and merchandising at Ware Shoe Corp., a subsidiary of Consolidated.

LABOR NEWS

With both AFL and CIO unions agreeing to bargain as a team for the first time, **Swift & Co.,** Chicago, has settled its dispute with both unions over a fourth round wage increase. The new contract, according to the unions, boosts pay rates of 80 percent of Swift's employes from ½c to 15c hourly, although no across-the-board wage increase was granted. Higher job-rate differentials, etc., make the difference.

Unions involved in the contract which runs until Aug. 1950 were **United Packinghouse Workers, CIO, Amalgamated Meat Cutters & Butcher Workers, AFL,** and the **Independent Brotherhood of Packinghouse Workers.** Negotiations with other members of the "Big Four"—Armour, Wilson and Cudahy — are proceeding with a settlement along the Swift lines expected. Smaller packers will probably agree to similar terms.

Hope for an early settlement of the Fulton County, N. Y., tannery strike-lockout faded when a meeting between union and tannery officials before John C. Truesdale, National Labor Relations Board examiner, failed to result in a "consent agreement" for an NLRB election. Attending the meeting were officials of **United Leather Workers Union, AFL,** the **Independent Workers Union** (formerly Local 202, International Fur & Leather Workers Union, CIO) and the **Tanners Association of Fulton County.**

The dispute will now go before a five-man NLRB board in Washington after a formal hearing on union eligibility and which workers may be permitted to vote. The board will make its decision by setting an election date or dismissing the case.

If an election is held, the union certified as bargain agent will be able to reopen negotiations with Fulton County tanners. The entire procedure, however, is expected to require several months. Trade circles do not foresee a return to work before the New Year.

The labor situation at **W. L. Douglas Shoe Co., Brockton,** continues unchanged, although Earle F. Snow, president of the **Brotherhood of Shoe and Allied Craftsmen,** reports that he has requested an early answer to his recent wage proposal. Snow recently returned from a visit to Douglas' Scranton (Pa.) plant where he studied price structure and working conditions in effect there. He reported he saw nothing to change the BSAC position in Brockton.

Baxendale Cut Sole Co., Brockton, has signed a contract with the **Brotherhood of Shoe and Allied Craftsmen.** The agreement is similar to that in effect between other district cut sole firms represented by the Associated Shoe Industries and the BSAC. Negotiations are now under way at the Beauty Top Lift Co., only district cut sole manufacturer not under union contract.

United Shoe Workers of America, CIO, is conducting an organizing campaign among three Worcester, Mass., shoe manufacturers, with whom it hopes to be certified as bargaining agent after an NLRB election. The union is circulating pledge cards among workers at **Frank H. Pfeiffer Shoe Co., Inc., Manning-Gibbs Shoe Co.,** and **C. A. Grosvenor Shoe Co.**

The **New York Shoe Board of Trade** has called upon **Joint Council No. 13** of the **United Shoe Workers of America, CIO,** to eliminate a 7½c wage increase won by workers three years ago. Other NYBT demands include a change in method of computing vacation and holiday pay, elimination of coverage of employe's dependents on insurance benefits, and elimination of the share-the-work provisions of the present contract.

The first national women's labor organization was the Daughters of St. Crispin, composed of women shoe workers. The organization held its first convention in Lynn, Mass., in 1869.

DEATHS

Otto M. Anderson

. . . 83, representative for several leather manufacturers for many years, died Oct. 21 at his home in Rahway, N. J., after a long illness. He had retired 13 years ago after being injured in an auto accident. He leaves his wife, Alfreda; a son, Fred A.; three grandchildren and three great-grandchildren.

William Paxton

. . . 77, retired shoe wholesaler and retailer, died recently at Richmond, Va., where he was visiting. He had been in ill health for several years. Paxton opened the Roanoke Shoe Co. in Roanoke in 1905 and operated it for the next 37 years. In 1915 he became a partner in the Griggs-Paxton Wholesale Shoe Co., continuing in this business until 1932. He retired from active business in 1942.

Herman H. Leiser

. . . 66, former salesman for Weyenberg Shoe Mfg. Co., Milwaukee, until he retired in 1942, died Oct. 16 in Milwaukee after a long illness. Survivors include two sons, Harold and Harvey; three brothers, William, George and Fred; and four grandchildren.

Joseph W. Varner

. . . 53, manager of The American Oak Leather Co. office in Louisville, Ky., from 1920-1940, died Oct. 17 while on a business trip to Danville, Ill. He leaves three sons, Hamil, Van DerVeer and Joseph W., Jr.; and two grandchildren.

Herman J. Boemer

. . . 76, former sales manager of Pfister & Vogel Tanning Co., Milwaukee, died recently in Milwaukee. He retired 16 years ago after 45 years with the tanning firm. He leaves two sons, C. J., and Hermann J.; four daughters, Mrs. Walter M. Braun, Mrs. Leonore Staelenberg, Mrs. William H. Crossland, and Mrs. Edward R. O'Donnell; a brother, John; and three sisters, Mrs. Cecilia Haesler, Mrs. Anne Wilkinson and Sister Mary Irene, O.S.F.

Czechoslovakia has 133 tanneries, all except the small ones being nationalized. It also has 93 leather goods firms and 33 glove factories, the larger ones nationalized. About 80 percent of all leather workers are employed by the nationalized plants.

Poland has 40 shoe factories with a total annual production of about 7.5 million pairs. One of Poland's confiscated Bata plants employs 2,500 workers, is turning out around 3,000,000 pairs a year.

Leather MARKETS

Demand continues fairly active in leather market. Prices firm on hard-to-get selections, slight signs of uneasiness on others. Bellies scarce, widely wanted. Smooth calf, glazed kid do well.

New York Markets

Upper Leather: Business is spotty according to reports with some tanners fairly well sold up while others could use more business. Price is the main consideration of most leather buyers while tanners for the most part, in the face of firm raw stock, are pretty generally holding to their lists. Tanners whose lists for large spread elk start at 46-47c and down might listen to an offer from an old reliable customer while those listing 44-45c and down stick firmly to the lists. The low priced shoe manufacturers are looking for leather in the 20's and wanting good grade leather too.

Calfskins: Women's weight smooth calfskins are said moving fairly well with lists starting at 85c and down for good tannages and selections but a lot of business is in the upper 70's.

Kid Leather: Glazed kid in demand but buyers are looking for the leather of middle to lower grades and, except for Western buyers, very little high grade leather is selling.

Sole Leather: Business in bends better recently but still not in the proportion reached in offal. Bends, price-wise, about the same as for several weeks; that is from 59-66c as to weight. Bellies are holding strong with cows and said sold to 41c and good steers sold recently 42-43c. Light single shoulders are selling unchanged with heads on bringing 47c and heads off 50c. Heavy single shoulders not much demand at present. Shanks have been very strong with the fore shanks selling at 29c and hind shanks at 27c. Heads sold at 20c. Double rough shoulders, average tannery run are moving at 62-67c.

Sole Leathers

Boston sole leather tanners find sales slower this week. Some business reported but good new orders not too plentiful. Prices generally firm but only because supply of bends limited. Light bends do best business, when available. Sales reported up to 66c. Medium and heavy bends slower up to 62c.

Light Bends: 64-66c
Medium Bends: 60-62c
Heavy Bends: 60-62c

Sole Leather Offal

Offal market still one of strongest and most active in Boston. Prices firm to stronger, especially on hard to find leathers. Buyers, however, place most new orders for immediate delivery, refuse to buy much ahead. Manufacturers prefer to await developments before placing future orders. Bellies a scarce item, bring up to 43c when available. Single shoulders with heads on a bit more open, bring up to 47c for lights, between 38-42c for heavies. Double rough shoulders still find good demand from welting and waist belt manufacturers. Price range from 61-67c, latter for top selections. Heads do good business up to 22c. Shanks active.

Bellies: Steers, 42-43c; Cows: 40-43c.
Single shoulders, head on: Light, 41-47c; Heavy, 38-42c
Double rough shoulders: 61-67c
Heads: 19-22c
Fore shanks: 28-30c
Hind shanks: 30-32c

Calf Leathers

No change reported in Boston calf market. Demand continues for smooth leathers, especially in women's weights. Buyers place good orders despite firm prices. Colors widely wanted with particular interest in brown and blue. Men's heavy weights slower; best selections sold but below this, buyers not too interested. Heavy weight brushed calf, Bucko type, moving well. Regular suede calf active. Prices unchanged.

Men's weights: B 90-1.06; C 85-1.00; D 75-94; X 70-84; XX 60c
Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c
Suede: 1.10-1.20; 1.03-1.10; 90-93c

Kid Leathers

Philadelphia kid leather tanners report business continues fairly active. Suede still selling in black in all price ranges. Tanners who make a specialty of glazed report a good demand for black glazed throughout the entire price range. Nothing much is reported in colors this week in suede or glazed, excepting some demand for dark blue and brown. Black seems to be the big shade for spring. Prices on glazed and suede are unchanged.

Slipper kid still active. There is a permanent demand for colors from the cowboy boot manufacturers and in colors and brown from slipper manufacturers. Prices remain just about the same. Satin mats are only selling to shoe manufacturers who make a very high-style, expensive shoe. These are on permanent accounts. There are no new accounts for it, and it is only put out by firms who always carry this type of leather. Prices quoted are from 50c to $1.00. Linings continued in demand from high grade shoe manufacturers. Some are priced as high as 60c for a waterproof lining used in expensive shoes. The rawskin market still holds firm. As predicted by tanners, devaluation "didn't mean a thing."

Suede: 45-90c
Slipper: 34-60c
Glazed: 30-70c; 90c-$1.00
Linings: 26-45c; 53-60c
Satin mats: 50c-$1.00

Side Leathers

Top selections of side leathers move well, say Boston tanners, but lesser tannages not too encouraging. Active competition on latter keeps tan-

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	90-1.06	90-1.10	90-1.05	1.30-1.48
CALF (Women's)	85-1.05	85-1.05	80-1.00	1.30-1.48
CALF SUEDE	1.10-1.20	1.00-1.15	1.00-1.20	1.45-1.90
KID (Black Glazed)	70-1.00	70-1.00	55-80	70-90
KID SUEDE	70-90	60-88	50-75	70-90
PATENT (Extreme)	48-56	48-56	50-57	76-82
SHEEP (Russet Linings)	18-22	18-23	19-22	23-25
KIPS (Corrected)	57-61	57-61	52-55	70-75
EXTREMES (Corrected)	45-53	45-53	46-49	60-65
WORK ELK (Corrected)	44-50	44-48	48-51	56-60
SOLE (Light Bends)	64-66	64-66	60-66	90-95
BELLIES	40-43	38-42	35-37	44-47
SHOULDERS (Dble. Rgh.)	60-67	60-67	56-60	77-80
SPLITS (Lt. Suede)	37-43	37-43	38-40	41-45
SPLITS (Finished Linings)	20-23	20-22	21-23	27
SPLITS (Gussets)	17-20	17-20	19-20	21-22
WELTING (1/2 x 1/8)	9	9	9	11-11 1/2
LIGHT NATIVE COWS	24-27 7/8	25-27	26 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

ners hopping as quotations become merely nominal. Sales made only after considerable bargaining. Aniline type retans in good demand but few available for immediate delivery. Extremes bring 59c and down. Regular finish corrected sides move well in better tannages. Sales in extremes made up to 53; kips to 61c. Corrected large leather brings up to 45c. Work elk somewhat slower at 50c and down for corrected; 56c and down for full grain.

Heavy Aniline Extremes: B 55-59; C 51-54; 45-47c
Corrected Kips: B 53-61; C 51-59; D 49-57, X 43-50c
Corrected Extremes: 45-53; 43-49; 41-47; 38-44c
Corrected Large: 40-45; 38-42; 36-40; 33-37c
Work Elk: 44-50; 42-46; 40-44; 38-42c

Split Leathers

Split sales only fair this week, say Boston tanners. Prices continue a bit easier although quotations remain the same. Many sales reported below quotations. Suedes generally slow although one or two fair orders placed from time to time. Heavy suedes especially find some interest. Better selections of work shoe splits bring orders up to 30c. Linings fairly active up to 23c. Gussets fair between 17-20. Best heavy retan sole splits sell up to 40c; lighter grades only fair at 30c and up.

Light suede: 36-43; 34-41; 32-38c
Heavy suede: 44-47; 42-44; 39-41c
Retan sole: 40, 38, 35, 33, 30c
Finished linings: 18-20; 20-22; 22-23c
Gussets: 17-20c

Sheep Leathers

"Sales good and constant," report Boston sheep leather tanners. Tanners well sold up, find difficulty in meeting new orders. Tight rawskin situation shows little sign of easing. Prices, however, appear to have near top level. Changes, if any, occur in medium grades. Rush demand for novelty leather in last minute call keeps russets moving fast. Boot linings bring up to 22c; volume at 20c. Shoe lining naturals sold up to 19c; bulk of sales between 12-16c. Colored vegetables linings fairly active between 19-22c. Hat sweats quiet as are chrome linings. Garments slower.

Russet linings: 22, 21, 19, 17, 13, 11c
Colored vegetable linings: 22, 20, 18, 16, 14c
Hat sweat: 26, 24, 22, 20c
Chrome linings: 26, 24, 22c
Garment grains: 25, 23, 21, 19c
Garment suede: 26, 24, 22c

Belting Leathers

Belting leather tanners in Philadelphia report the situation unchanged. Rough bends are still doing fairly well. The slump that was felt in curried belting never reflected on the rough leathers. Shoulders are doing just about as well as they have been. Prices remain firm. Belting men feel that if the steel strikes continue for several weeks, this will have a bad effect on industry and, of course, will make itself felt in factory belting almost at once.

Curriers say that after a two week slump, business has picked up and right now is fairly good. This is true in all types of curried belting. Prices remain as quoted for the past several weeks and are holding firm. In curried shoulders—used for waist belting—there is still considerable activity. This never felt the drop in business that affected other types of curried leather.

AVERAGE BELTING PRICES

No. 1 Ex. heavy	.86- .93
No. 1 Ex. light	.94-1.00
No. 2 Ex. heavy	.86- .90
No. 2 Ex. light	.94- .98
No. 3 Ex. heavy	.82
No. 3 Ex. light	.90

AVERAGE CURRIED PRICES

Curried Belting	Best Selec.	2nd	3rd
Bend butts	1.18	1.13	1.09
Centers 12"	1.46	1.36	1.28
Centers 24"	1.42	1.36	1.2[illegible]
Centers 28"-30"	1.39	1.31	1.21
Wide sides	1.07	1.03	.96
Narrow sides	.97	.95	.86

(Premiums to be added: X-light plus 10c; light plus 05c; X heavy plus 10c.)
Note: Above prices quoted are the range on best selection of standard tannages.

Glove Leathers

As far as leather is concerned, glove manufacturers are scraping the bottom of the barrel. Stock rooms are empty and production depends entirely on daily deliveries. The demand, of course, is good for all types of leather.

Pigskins seem to be the most popular glove at the moment. Buyers are picking up all grades and are willing to pay the asking prices. It is the one type of leather that has no substitute in the fabric field. In spite of the scarcity, prices of pigskin leather have remained steady. Grey hairs are quoted as follows and all grades bring the full list prices:

No. 1	92c
2	77
3	60
4	45
5	32
6	20
7	14

Black hairs are quoted at about seven cents less in the two top grades with other grades about equal. No activity in the raw skin market as the mills are still not prepared to take in merchandise.

Welting

New welting orders slower but much still owed against old orders taken at low prices. Makers say that if present shoulder prices prevail when welting buying starts up again, there will be a quick jump in quotations. All believe that on basis of present leather prices welting should bring about 10c for ½ by ⅛ inch stock. However, quotations are around 9c.

Specialty welting continues in good demand. It is strongly represented in shoes being shown at current shoe shows. Synthetic welting enjoys regular demand from makers of cheaper welts, stitchdowns, etc.

Work Gloves

The work glove leather market continues to hold up well. Good demand keeps market in healthy position. Tanners say there is no accumulation of finished leather inventory. Top grade materials more desired at the present time.

Heavy-medium	21, 20, 19c
Medium	20, 19, 18c
Light-medium	19, 18, 17c
Light	18, 17, 16c

Garment Leathers

Even though demand continues exceptionally good on both sheep and horsehide leathers for the garment trade, tanners continue to hold prices at their present levels. Some report demand so good that orders are being backlogged at the present time.

Suede leathers for garment firm at 26, 24 and 22c, depending on the grade, while grain leathers for garment will bring anywhere from 25c down to 21c. High colors command a top of around 26c, or a penny or two more, depending upon quality.

Horsehide leathers for the garment trade are in good demand and at strong price levels. Average price will figure close to 35c, with top grades bringing up to 40c.

Bag, Case and Strap

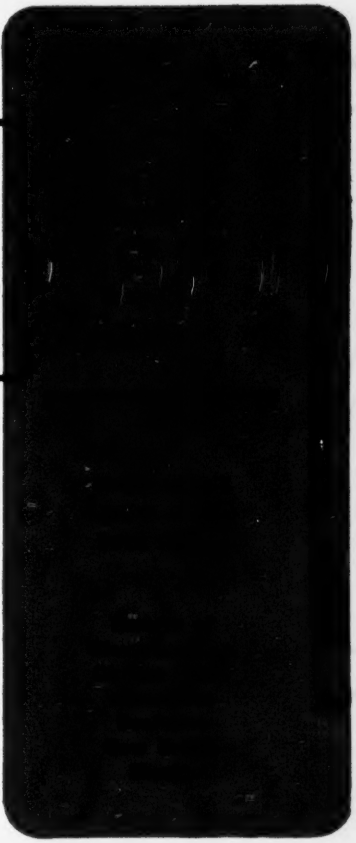
Tanners report a firm market in all weights and grades. Little letup in demand is anticipated until the turn of the new year. Much of the exceptionally good demand is generally attributed to the fact that retailers of specialty leather products had been maintaining a dangerously low inventory. With the Christmas

(Continued on Page 26)

Leather Goods

GLOVES • GARMENTS • SPORTING GOODS • SPECIALTIES

SPECIALISTS in *Splits*



To improve your health you select a specialist—to improve your line do likewise—select a tanner whose specialty is the tanning of splits—you then improve your merchandise. Manufacturers who insist on Splits that compare in Quality with other leathers in their shoes, demand Gebhardt's—they are superior. Expert care is given to selection of raw material and process. Research to improve them goes on constantly. That's why we are rightfully termed "Specialists in Splits".

A.L. GEBHARDT CO.

A. L. GEBHARDT COMPANY

416 NORTH WATER ST., MILWAUKEE 1, WIS.

TANNERY

GEBHARDT-VOGEL TANNING CO.

706 W. OREGON ST., MILWAUKEE

Personal Leather Goods - Rising Business Volume

By Maurice A. Levitan, Exec. Vice-Pres.
Luggage and Leather Goods Mfrs. of America, Inc.

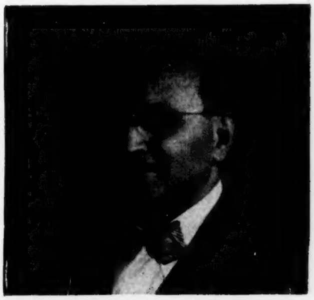
In 1939, $25 millions worth of personal leather goods were sold. In 1948, $80 millions worth—an increase of over 200 percent in volume. And the field is still growing, due largely to aggressive promotion and expanding ideas. But the warning to tanners: watch synthetics.

IN ANY analysis of that part of the leather goods industry which has for its products personal leather goods, an opportunity would be overlooked were no reference to be made to its phenomenal rise during the last ten years. At the doorstep of its progressive manufacturers can this rise be placed. From an industry which was estimated to have done an approximate retail volume of some 25 million dollars in 1939, it has taken its strides in industry history to the point where 1948 saw a retail volume of upwards of 80 million dollars.

I am inclined to view the growth of this part of our industry as a direct result of the actions of this forward-thinking group of manufacturers. Never lacking in cooperative action and always on the lookout for new and better ways of producing products worthy of the praise and loyalty of a discriminating public.

High Sales Effort

The past, including the war years, tried the ingenuity of every manufacturer in the industry. It saw the personal leather goods industry handicapped by its lack of the leathers so vital to its existence, fighting to keep its customers and the consumer satisfied. Its rise during these trying times is a tribute to its ability to produce and sell merchandise of quality and value despite these handicaps. However, these same manufacturers, realizing that the growth of the industry was made possible only by an abnormal demand, resolved then and there not to permit the lessons learned to be lost. Efficiency of production, distribution of the widest kind, national advertising, and all the qualities of good merchandising have been theirs. The years immediately following the war saw no appreciable decrease in the application of these tools of good business. Instead of retrenchment, there has been expansion. Instead of resting on its laurels, this industry has sought and found the secret to continued increased sales volume.



MAURICE A. LEVITAN
Exec. Vice President, Luggage & Leather Goods Mfrs. of America, Inc.

Women—New Customers

That secret is reflected in its present wholesome and healthy condition. Known for its ability to design new and more fascinating "secret pockets," this industry, by its appeal to fashion has uncovered the greatest secret of them all. Whereas personal leather goods were at one time considered strictly a male accessory, they have now become extremely feminine. No longer can the male boast of exclusive possession of this field. Glamour, beauty and fashion have all played their parts in bringing "her" into the picture. Not only has she come into the picture, but at present, she is "hogging the play."

This was no accident, this female adventure into a male field. It was instead by plot and design. Our personal leather goods manufacturers were the plotters and the designers. By their new ideas in personal leather goods, by their choice of color, by their selection of leathers, by their advertising, by their publicity and by their refusal to accept a dogma, our personal leather goods manufacturers have made personal leather goods as fashionable an accessory as any other that milady will carry. From the teen-ager to the sophisticate, personal leather goods have made their indelible imprint.

No longer are these products after-thoughts. Instead, they have become as much a part of wardrobe planning as the handbag, the gloves, or the jewelry that she will carry. Personal leather goods are fashion today.

Powerful Merchandising

Despite the attention being paid to the female angle, our males have by no means been forgotten. New ideas, new styles and new designs have been developed which have met the approval of the male population. Advertising and publicity have done their share in making the male conscious of personal leather goods. Anniversaries, birthdays, graduations, back-to-school and Father's Day promotions have given "him" his full share of desire for that leather goods gift. Masculine leathers with that sensitive feel have made and held the interest and attention of the "man of the house."

No, our personal leather goods manufacturers have not neglected the male of the species. For him it has reserved everything in leather goods that is masculine. To him it has addressed its deepest tone. Not, however, without an eye upon "fashions for men." Today's male is as conscious of fashion as is today's female. Men's fashions in clothes and accessories are the concern of all trades catering to "his majesty." No more serious mistake could be made than to ignore the male, fashion-wise. While he himself may

show no outward signs of being fashion-conscious, his inner self is as full of fashion desires as is the opposite sex.

Slow to start, and fighting an uphill battle, fashion is surely taking command in the men's field. Right up there with the leaders is personal leather goods for men.

With no field of endeavor neglected, personal leather goods has had an exciting past. Its present advance has seen a fashion-conscious industry produce quality products with an eye for fashion for a fashion conscious public.

Watch Synthetics

While on the subject of the present and as a harbinger of something to consider for the future, it might be well to caution the leather industry on the inroads being attempted by plastics and other materials aimed at taking the place of leather. These advances and encroachments are well known to the leather industry. Their progress is wholly the fault of the leather industry. Unless that industry looks to its shortcomings and provides the necessary correctives, plastics will make a considerable dent in the field of personal leather goods.

While there may be many good and sufficient reasons for these shortcomings in the leather industry, too little correction may be too late. I most strongly urge the leather industry to examine and re-examine its operations and find ways and means of turning away the stranger from the door of the personal leather goods industry.

Bright Future

While the role of forecaster is always an unhappy one, I nevertheless feel that I am taking no unnecessary chances when I foresee a bright future for the personal leather goods industry. No segment of an industry so full of ideas, so promotion minded and so purposeful could possibly fail in its efforts to progress. The past and the present have but scratched the surface in making the consumer personal leather goods conscious. The field is vast for the future. Barring any unforeseen economic lapses, the advances made by the personal leather goods industry will continue. The future will undoubtedly hold many challenges. I am confident that they will be met and solved by the personal leather goods industry. Its past shows fortitude in building. Its present shows imagination and coordination. Its future indicates progress on all fronts.

Quarterly Market Report . . .

Sole Leathers

The sole leather market continues one of the most perplexing. With demand continuing to fall early in the year, tanners cut production to a minimum, have kept it that way despite a recent revival of interest. As a result, the stronger price tendency of this quarter has meant little. Buyer interest has fluctuated sharply from time to time but the short supply has kept prices fairly strong.

Actually the shortage of sole leather hides coupled with lowered production have tended to push prices upward. Tanners generally resist this tendency as much as buyers, fearing that ever-present price resistance will cause buyers to seek even more synthetics. The latter continue to grow in strength, now accounting for approximately 48 per cent of shoe soles.

Light bends have drawn most demand with the limited supply available keeping prices strong. Sales are good one week, down the next. Heavy bends, quiet for several months, have suddenly drawn new interest with a consequent strengthening in price. This has encouraged tanners somewhat. Medium bends also draw varying interest but prices have held firm only because of shortage. In fact, buyer demand has not warranted strong prices throughout.

The offal market presents a different picture. At the start of the summer, most dealers reported slow going, soft prices, and little encouragement. This held true until mid-Aug. when sales began to pick up, slowly at first, but with gathering momentum. Prices kept pace. Here again, the tight rawstock situation and minimum production by tanners has kept the supply limited. The growing buyer rush quickly exhausted most available leather, found tanners able to promise little better than 30-60 day delivery.

Steer bellies which early in July brought a top price of 35c now sell for 42c when buyers can find them. Cow bellies have also jumped from 32c tops to 40-42c in recent weeks. Light single shoulders with heads on have advanced from 46c to around 48c while heavies, not as widely wanted, remain constant around 38-42c. Double rough shoulders, which brought 48-55c earlier, now find a ready market at 60-67c, when available. Welting and waist belt manufacturers take all they can find. Heads formerly bringing 16-18c are up to 22c. Fore and hind shanks have also advanced.

AVERAGE PRICES

	July-Aug.	Sept.-Oct.
Light Bends	60-62c	62-64c
Medium Bends	55-60c	58-62c
Heavy Bends	56-60c	58-62c
Steer Bellies	32-36c	38-42c
Cow Bellies	31-33c	38-42c
Single Shoulders, heads on:		
Light	41-46c	41-48c
Heavy	38-41c	38-42c
Double Rough Shoulders	50-58c	55-67c
Heads	16-18c	18-22c
Fore Shanks	23-25c	25-28c
Hind Shanks	25-27c	28-32c

Calf Leathers

Calf leather business has improved during the third quarter. The improvement, however, took place only during the last six weeks of the period. Before that, business was generally spotty, prices uneasy.

Production of calf and whole kip leather has dropped from peak monthly average of 1,039,000 skins in 1947 to 873,000 skins per month in 1948 and 831,000 skins monthly through and including Aug. this year. Despite this, buyers have shown only spasmodic interest, particularly as the lower price shoe trend became clarified. This situation held generally from the first of the year through the middle of Aug.

In late July, announcement of the arrival in the U. S. of the first raw calfskins purchased from France since before the war shook the domestic leather market. Although the first shipment consisted of only 70,000 skins, domestic prices took a "psychological" drop. Both men's and women's weights fell an average of 3-5c with only calf suede managing to hold fairly steady. As usual, men's better grades and women's lower grades drew most interest in smooth leathers. Suede sales were below expectations.

Toward the end of Aug., the calfskin market firmed considerably and leather prices firmed. A sudden rush for lighter weights picked up sales in a pre-Leather Show buying spurt. Colors began to assume more prominence. Only suede sales continued at their former pace.

Orders at the Leather Show were even better than expected. Tanners returned to their offices to find demand growing daily. Lighter weights were in greatest demand but even the heavier weights were sampled and bought. Blue, dark brown, green and red in women's weights came in for considerable attention. As a result, prices strengthened all along the line, with increases on smooth leathers ranging up to 5c above previous levels.

Sales have continued on this level. Tanners expect business over the last quarter to equal the third quarter. Price changes are not expected, despite devaluation.

AVERAGE PRICES

	July	Aug.	Sept.
Men's weights	B $1.10-1.15	B 90c-$1.05	B 90c-$1.06
Women's weights	B 83c-$1.02	B 85c-$1.00	B 93c-$1.05
Suede	90c-$1.20	90c-$1.20	90c-$1.20

Kid Leathers

Kid leather sales have picked up this past quarter despite a slow "between seasons" session in Aug. With shoe manufacturers presently winding up winter orders and starting on new spring samples, business is fairly good today. The recent New York leather and shoe shows brought in many orders and with other important shows scheduled in coming weeks, the outlook is bright.

Suede, the perennial favorite, was active during July-Sept. Greater volume business, by far, was done in the cheaper grades from 60c down. Better tannages did well enough, bringing up to 90c from top grade high style manufacturers. Prices remained fairly static throughout the period. Black, blue and some brown were most widely wanted colors.

Glazed kid eased off recently in Philadelphia but Boston has seen a fairly good run. Many tanners report increasing orders, although the majority are centered on grades below 60c. Because of this, tanners felt glazed was being ignored for high style shoes. Recent orders, however, have led them to expect another run on smooth leathers. Prices have ranged up to $1.10 at times but generally around $1.00 tops.

Slipper kid has been active, especially on Christmas orders. A year-round demand has developed "in all colors" for cowboy boot trims. Texas boot manufacturers have kept this market busy. Summer prices were quoted from 40-50c. Currently, prices are running from 34-60c.

Linings have done fairly well, especially among high-priced shoe manufacturers. Prices have ranged all the way from 26-53c with best sales made from 30-40c. Satin mats drew a flurry of interest this summer

but quieted since. Tanners' asking prices are merely nominal today; earlier prices ranged from 50c to $1.00, depending on quality, etc. A revival of crushed was anticipated but aside from the tanners' who do a constant business in it, crushed is still in sample stage.

THIRD QUARTER AVERAGES

	July	Aug.	Sept.	Current
Suede	40-85c	40-88c	40-90c	45-90c
Glazed	40-1.00	25-1.10	25-1.10	30-1.00
Slipper	40-50c	40-55c	30-50c	34-60c
Linings	50c down	30-50c	30-50c	26-53c
Crushed	.....	....	....	35-65c

With the rawskin market continuing fairly firm despite devaluation of various currencies, tanners feel this situation will hold true for the remainder of 1949. There may be a few token cuts for finished leathers but nothing startling. Business has held to last year's level generally and most tanners expect it to continue so, barring an economic bust.

Sheep Leathers

The past quarter has proved a busy one for sheepskin tanners. A variety of market factors has placed tanners in the enviable position where good demand keeps most sheep leathers well sold up despite strong prices.

The short supply of rawstock has helped keep prices strong. Imports have fallen 30-40 percent. Domestic production has fallen off considerably. Tanners can get plentiful cheaper skins but find good pickled skins at a premium. Better skins must constantly be drawn from inventory. The result—a shortage of good sheep leathers plus continuing buyer demand—has kept tanners in the driver's seat where they can hold close to quotations. This has held true despite evident buyer price resistance from time to time.

Prices have remained remarkably constant during the quarter. Russets have been a big seller with boot linings bringing up to 22c generally and shoe linings selling up to 19-20c. Volume boot linings business has held constantly to the 18-20c bracket while better sales in shoe linings have been made in the 14-18c class. In recent weeks, tanners have been able to ask and get ½c more in the medium grades.

Demand on colored vegetable linings has varied but prices have remained at 14-22c with better sales made at 17-21c. Chrome linings have fared likewise with top prices ranging from 26-28c. Best sales here have been made at 26c and down. Slipper manufacturers have kept both fairly busy at times but their activity is seasonal at best. Hat sweats have found the going generally rough throughout this quarter with the expected buying rush by hat manufacturers failing to materialize. Prices have remained constant at 26c but have proved nominal. Top grade manufacturers pay up to 26c but average sales are made at 20-21c.

Garment leathers, long priced out of the market, have been hardest hit. Both were a well-known drug on the market throughout the year. The recent shortage of horsehides, however, stimulated interest in garment grains which sold well at 26c and down. This situation has eased somewhat at present and demand is falling off again.

AVERAGE PRICES

	July-Aug.	Sept.-Oct.
Russet Linings	10-22c	11-23c
Colored Veg. linings	14-22c	14-22c
Chrome linings	24-28c	22-26c
Hat sweat	20-26c	20-26c
Garment suede	22-26c	22-26c
Garment grains	18-22c	19-26c

Side Leathers

Mixed conditions dominated the side leather market this past quarter. Demand was generally spotty in the summer months, grew better as fall approached and became heavy toward the end of Sept. Prices kept pace, showing continued uneasiness

as long as shoe manufacturers held back their orders, then strengthening as buyers took the plunge. The waning days of Sept. saw perhaps the best business of the year.

Several factors controlled this market. During early summer, shoe manufacturers kept their orders on a hand-to-mouth basis waiting for the shoe buying trend to materialize. This continued until mid-Aug. when strengthening hide prices firmed prices of finished leathers. Manufacturers began to take more interest at the same time. The Leather Show early in Sept. provided more buying impetus and with growing demand, prices firmed even more.

Two consumer trends entered significantly into the picture. First, the growing emphasis upon volume priced shoes under $10 led manufacturers to concentrate upon lower-priced shoes. This, of course, meant more emphasis upon side leathers. Secondly, the rising popularity of casuals turned their attention to side leathers. The over-all result has meant good sales.

The raw material situation has served to strengthen the leather market. Hide prices are strong, hide production considerably lower than in recent years. Monthly production of cattlehides including kips for side leather has averaged 1,967,000 hides for the first eight months of 1949 as compared to 2,173,000 in 1948, 2,402,000 in 1947 and 2,253,000 hides in 1946. With shoe output to date holding level with 1948 output and the trend toward lower priced shoes and casuals growing, the consequent heavy demand for side leathers has kept available supply low, prices high.

Better tannages of all types of side leathers have been sold well ahead. The poorer tannages have been largely neglected while run-of-the-mill tannages move only after the buyer is convinced he has the best price. Both aniline types and regular finish leathers have drawn good buyer interest.

Outlook for the last quarter of 1949 continues good. With the hide supply short and demand high, tanners foresee good business at strong prices.

AVERAGE PRICES

	July	Aug.	Sept.
Heavy aniline extremes	B 54-58c	B 52-56c	B 55-59c
Corrected kips	B 55-59c	B 50-58c	B 53-61c
Corrected extremes	39-52c	33-46c	38-53c
Corrected large	37-49c	32-43c	33-45c
Work elk	38-49c	36-46c	38-50c

Splits

Split leathers have generally followed the pattern set by side leathers during the third quarter. Business was fair and prices not too steady during the first half of the period. In the last six weeks or so, sales took a sudden spurt and prices firmed.

Virtually the same factors have determined the split market as did the side. Before consumer insistence upon lower price footwear crystallized, split business was not too encouraging. As a consequence, production was held to a minimum. When it became evident that lower priced shoes were to rule the year and the hide supply continued tight, buyers rushed to place their orders. Results were the same. Prices firmed, tanners found themselves well backlogged and unable to promise immediate delivery on most leathers.

Most of July found split tanners in the midst of a seasonal sales slowdown. Suede was in good demand with women's larger spread suede splits most widely wanted. However, other splits moved slowly with sales made only after considerable bargaining. Better tannages moved fairly well but the lesser grades were slow.

The Leather Show brought another spurt and split leather sales, except for suedes, were active. This continued through the first week in Sept. when demand slowed. Sept. showed a slackening off from the previous month but sales were still good. As suede sales continued to fall, tanners curtailed suede production and increased their output of other split leathers. Linings and gussets especially did well.

Curiously enough, price ranges have shown very little change throughout the quarter. Light suede still brought up to 43c at the end of the period. Heavy suede remained constant up to 47c. Gussets sold for 17-20c and retan sole splits did best business from 30-40c. Finished linings which began the quarter at a top of 25c sold up to 23c at the end of the period.

Tanners report no change indicated for the remainder of 1949. Prices are expected to hold, business to remain fairly steady.

AVERAGE PRICES

	July	Aug.	Sept.
Light suede	32-43c	32-43c	32-43c
Heavy suede	39-47c	39-47c	39-47c
Retan sole	30-40c	30-40c	30-40c
Finished linings	18-25c	18-23c	18-23c
Gussets	17-19c	17-19c	17-20c

Dress Glove

With minor exceptions, glove leather prices remained firm and unchanged during the past quarter. Glove business, however, did not hit its stride until late July. The labor situation culminating in a strike-lockout since mid-summer has overshadowed all else. Even if there had been no labor dispute, however, glove leather tanners could have enjoyed only a short season. As it turned out, glove manufacturers' leather inventories plus the small quantities produced by independent tanners have proved sufficient.

These abnormal conditions have had one good effect. Unproductive leather has been forced off the glove manufacturers shelves. Buyers, unable to obtain popular fall colors, have accepted staples. Tanners have put themselves in good financial position by selling that part of their leather inventory that did not fit in with their production. The amount of hides and skins tied up in the mills is comparatively small.

Capes and cabrettas, after a 5c price drop in the second quarter, coasted along without further change. With raw skin prices of cabrettas edging downward for the past few months, a 5c reduction in the several grades would have been in order were it not for the scarcity of this leather. Most of the surplus of low grades plaguing tanners early in the year has gone.

Almost all finished pigskin was cleaned up during the past months. Demand far exceeds the supply. Although raw skin prices have drifted lower, finished pigskin prices are steady because of the shortage.

Domestic leather conditions have been mixed. Suedes are practically out of the market with no high colors made since June. Domestic grains are more plentiful but have advanced in price due to the high cost of good pickled skins. Mochas have not been tanned since last March and deerskins are in the identical position as pigskins.

Outlook for the next quarter is not bright. The bulk of available leather has been sold. Many glove manufacturers will not be able to fill orders. Prices will hold at least firm and may be forced upward. Inability to produce high colors for the spring trade indicate poor spring business and a bad start for 1950.

AVERAGE PRICES

Grade	CABRETTAS Quarters 1	2	3	GREY PECCARIES Quarters 1	2	3	DEER-SKINS Quarters 1	2	3
1	75	70	70	95	92	92	55	55	55
2	70	65	65	80	77	77	50	50	50
3	65	60	60	65	60	60	45	45	45
4	60	55	55	45	45	45	35	35	35
5	50	45	45	35	32	32	25	25	25
6	35	32	32	25	20	20	20	20	20
7	28	25	26	20	14	14	15	15	15

Grade	DOMESTIC GRAINS Quarters 1	2	3	MEN'S GREY DOMESTICS Quarters 1	2	3	LADIES' SUEDES Domestic Quarters 1	2	3
1	33	26	28	40	36	36	40	36	36
2	30	22	25	32	30	30	32	30	30
3	27	20	23	24	24	24	26	24	24
4	24	18	20						
5	21	15	19						

Work Glove

Perhaps the most outstanding feature of the work glove leather market during the third quarter is the fact that tanners have held list prices absolutely unchanged throughout the period. This fact assumes particular significance in the light of major events taking place recently among world markets.

Although devaluation has not affected the market to date, speculation runs high on future reactions. Price steadiness which prevailed during the quarter was attributed primarily to the strength of the raw stock market plus a normal demand for work glove leathers. Even higher leather prices were justified by raw material costs, according to tanners, but demand did not justify a raise. Tanners were afraid that price resistance might keep buyers out of the market. Thus list prices were kept at steady levels.

Again this quarter, light-medium weights of glove split leather were best sellers. Tanners' prices on these weights ranged at 19, 18 and 17c for No. 1, 2 and 3 grades respectively. In some cases, specialty lots of selected quality brought 1c more. Heavy-medium grades continued to sell at the usual 2c premium over the LM weights. Medium weights brought the normal 1c premium over LM prices, with light weights bringing 17, 16 and 15c.

Tanners are not overly optimistic over fourth quarter prospects. Many fear the present steel and coal strikes will have depressing effects upon the entire market with resulting letdown in the work glove market. To date, however, prices and demand have held steady for the year and no slackening is evident.

AVERAGE PRICES

Grade	July-Aug.	Sept.-Qtr. Ave.
No. 1	19c	19c
No. 2	18c	18c
No. 3	17c	17c

Belting Leathers

Third quarter leather belting sales were down an estimated 70 percent from the same period a year ago. Despite this, business has improved substantially over the second quarter. The increase was attributed to fall factory reopenings, better summer takeoff hides, and increased demand for leather.

July saw a buying flurry in rough bend butts and this has continued through the present. During the last weeks of Aug., rough tanners increased their prices 3-5c and curriers boosted theirs 5c "across the board." With slight variations, these raises have since held.

Sales have been distributed throughout the country with all weights of bend butts sold. Waist belting has been active. Specialties men who manufacture waist belting have bought shoulders in any weight available. Because of the demand and a shortage of shoulders, prices picked up recently with an average of 68c quoted for all weights.

Curriers went along with the increased activity until the past three weeks when sales of curried bend butts fell off. Today, business is below recent levels with few orders coming in. Some curriers blame the slump on heavy purchase made earlier by manufacturers who now have a full inventory. Others say that buyers are holding back waiting for possible price dips. Thus far, only cur-

ried belting is affected by the slump but if the decline continues, the entire belting leather industry will feel the bite. Prices are still holding firm with no signs of easing.

With waist belting continuing extremely active, sales of curried shoulders have shown few signs of falling off. This is a seasonal item, however, and tanners expect a drop in the near future.

AVERAGE BELTING PRICES

	July-Aug.	Sept.-Oct.
No. 1 Ex. heavy	89c	86-93c
No. 1 Ex. light	98c	94-1.00
No. 2 Ex. heavy	83-86c	86-90c
No. 2 Ex. light	92-95c	94-98c
No. 3 Ex. heavy	79c	82c
No. 3 Ex. light	88c	90c
Medium-heavy shldrs.	54c	68c

CURRIED BELTING PRICES

	July-Aug.			Sept.-Oct.		
Bend butts	1.14	1.10	1.06	1.18	1.13	1.09
Centers 12"	1.43	1.33	1.23	1.46	1.36	1.26
Centers 24"	1.43	1.33	1.23	1.42	1.36	1.29
Centers 28"-30"	1.33	1.28	1.21	1.39	1.31	1.21
Wide sides	1.04	1.00	.93	1.07	1.03	.96
Narrow sides	.96	.92	.83	.97	.95	.86

(Premiums to be added: ex. light plus 10c; light plus 5c; ex. heavy plus 10c.)

Novelty Leathers

Makers of novelty leathers have enjoyed fair to good business during the third quarter. Prices of most novelty leathers have been firm. Some types are sold well ahead, one or two lag.

Sales of sheep dropped off early in the quarter, rose in recent weeks and today, because of a tight raw skin situation, seem even better. Actually, novelty sheep gets fairly good business. Good russets for large pattern novelties bring up to about 26c. Between that price and 20c is the usual hunting ground for makers of hat-sweats and belt linings. For smaller pattern novelties, there are suitable grades at even lower prices. According to tanners there seems every prospect for continued good business during the balance of the year.

Pig, ostrich, emu and seal have not been active in recent months. Prices of all but pig are unchanged, the latter being slightly lower.

All reptiles have been very active since July with some types sold well ahead at this time. Alligator pieces, still very active, bring between $2.50 and $3.50. Demand for Calcutta lizard is off during the past month, very slow today as the reptile season draws toward its close. Alligator lizard is not getting new orders but much is owed.

Ermine brings up to 85c for extra large skins and has been in strong demand, though new demand shows signs of seasonal decline. Cobra is in about the same position with extra large skins unchanged at $2.00. A type of snake that has grown in importance during the past quarter is Chouri. Intermediate in price, ($1.30-$1.40) it fills the bill for those who want an attractive novelty at a lower price than cobra.

On all types of snake, lizard and alligator there has been plenty of raw stock during the quarter but production facilities have not always been able to cope with rush demand. Because of this most tanners believe that they have lost much business that they might have had. As they look forward to spring they see a smaller seasonal demand but, following that, perhaps the biggest year since before the war.

AVERAGE PRICES

	July	Aug.	Sept.
F G Pig	60-65-70c	60-65-70c	60-65-70c
Cor't'd Pig	20-40c	20-40c	20-40c
Ostrich	$2.60	$2.60	$2.60
Emu	75-85c	75-85c	75-85c
Cobra	$2.00-$2.10	$1.90-$2.00	$1.90-$2.00
Ermine	80-85c	80-85c	80-85c
Al. Lizard	12-13c	11-12c	11-12c
Cal. Lizard	11-12c	11-12c	11-12c
Alligator Pcs.	$2.50-$3.50	$2.50-$3.50	$2.50-$3.50

Garment Leathers

At the opening of the third quarter, sheep tanners continued to find little demand for their product. Garment sheep was said to be priced out of the market. The past month has brought about an abrupt change and orders have been good, prices stronger than the low of 23c and down hit early in the quarter.

Though suede sheep garments continue to be a luxury item, strong merchandising by garment manufacturers has created considerable new demand. Grain sheep leather has also improved in demand largely because of the tight situation in horse. Actually, demand may not be as good as it seems, though it is greatly improved. Raw sheep of suitable quality is not easily obtained and production is necessarily curtailed.

AVERAGE PRICES

Sheep Suede:	26, 24, 22, 20.
Sheep Grains:	25, 23, 21, 19.

Horse garment leather continues to enjoy excellent demand. The small horse population and the steadily declining kill all tend to make prices stronger. All tanners of horse find customers easy to get, hard to satisfy. Buyers have long since quit trying to buy at a lower level and today prices are higher than at the beginning of the quarter. Tanners are, on the average, sold two months ahead, will take no orders beyond 50 days.

AVERAGE PRICES

July	39c, 37c, 35c, 33c, 31c.
August	41c, 39c, 37c, 35c, 33c.
September	42c, 40c, 38c, 36c, 34c.

Bag, Case and Strap

The third quarter proved the most eventful of the year to date in the bag, case and strap market. At the half-way mark, tanners were far from satisfied with the small and scattered business they managed to scrape up. During July, little improvement was noted. It wasn't until Aug. that things began to happen.

Prices had been holding steady, primarily because of continued strength in the raw stock market. Business, however, far from warranted this steadiness and tanners were beginning to wonder if a "pick-up" would ever materialize. As one tanner put it, "we should be in the middle of a seasonal increase in demand for bag, case and strap leathers, but so far it hasn't developed."

In late Aug. demand began to grow and by mid-Sept., tanners were literally "bubbling" over with news that they actually were backlogging orders. The reason soon became obvious. Retailers were extremely cautious, let their inventories dwindle to a point where they had to be replenished in a hurry to meet consumer demand for the fall and coming winter season. Manufacturers of men's wallets, women's purses, brief cases, portfolios and a host of other items rushed to place orders.

During the last six weeks of the quarter, tanners were deluged with new business. One large tanner reported that business during the last four weeks of Sept. more than doubled the previous four weeks. Another found himself solidly booked through Dec.

Prices reflected the demand. By late Aug., quotations on all selections were up 1c. In Sept., these were raised another 1c, bringing the total advance to 2c. This has held to date.

Indications are good for the remainder of the year. Tanners expect demand to continue, prices to hold firm, at least. Not until the New Year has passed is a normal letup anticipated.

AVERAGE PRICES

	July	Aug.
2 oz.	39-42c	40-43c
2½ oz.	42-45c	43-46c
3½ oz.	50-53c	51-54c
4 oz.	53-56c	54-57c
5 oz.	57-60c	58-61c

	Sept.	Qtr. Ave.
2 oz.	41-44c	40-43c
2½ oz.	44-47c	43-46c
3½ oz.	52-55c	51-54c
4 oz.	55-58c	54-57c
5 oz.	59-62c	58-61c

SPOT *News*

Massachusetts

● Value of the property of Clinton G. Mills, late owner of Garnett Leather Co., Lynn, was revealed at $150,000 when his will was approved in Probate Court, Salem.

New York

● Davis Box Toe Co., Inc., New York City manufacturer of box toes, counters, etc., has completed removal of its Brooklyn factory and general offices to new and larger quarters at Wappinger Falls. Sales offices will be maintained at 150 Broadway, New York.

Nebraska

●Kirkendall Boot Co., Omaha, has filed articles of incorporation listing $250,000 authorized capitalization. Incorporators were Tom P. and Edward J. Epsen.

California

● Anton and Louis Jansen, former partners in Jansen Shoe Co., North Hollywood, have filed separate voluntary petitions in bankruptcy, it is reported. Anton Jansen lists liabilities of $87,375 while Louis Jansen lists liabilities at $103,144 with assets of $21,500 of which he claims $10,750 as exempt.

● Negotiations are under way between officials of the Puerto Rico Industrial Development Co. and Joyce, Inc., Pasadena, for the purchase by Joyce of the Puerto Rico Shoe and Leather Co. plant, government owned subsidiary of the Industrial Development Co. located in Ponce. The Puerto Rican plant began operations in 1947 and presently employs 350 workers.

Washington, D. C.

● Foreign cattle are becoming an important factor as imports, memberes of Congress were recently told by Senator Kenneth S. Wherry of Nebraska. He quoted figures showing that cattle imports in the fiscal year 1947-48 were "only 76,000" head whereas this rose to half a million in fiscal 1948-49.

● ECA is compiling a directory listing names and addresses of potential American exporters by commodities, including leather and leather products. The directory will be distributed abroad to European importers seeking additional American sources of supply.

Leather Markets . . .

(Continued from Page 16)

season coming on, they decided it was time to stock up. Consequently, business has been on the increase during the past 4 to 6 weeks.

2-ounce case	44-41c
2½-ounce case	47-44c
3½-ounce strap	55-52c
4-ounce strap	58-55c
5-ounce strap	62-59c

TANNING *Materials*

Buying of tanning oils set a brisker pace this week as the market developed a better tone. Raw oil prices were firm and quotations from sulphonators showed little or no change.

Raw Tanning Materials

Divi divi, shipment, bags	$66.00-67.00
Wattle bark, ton	$65.00-66.00
Sumac, 28% leaf	$72.00
30% leaf	$75.00
Myrobalans, J. 1s, $62.00-64.00, J. 2s	$50.00
Valonia Cups, 30-32% guaranteed	$68.00
Beards	$96.00

Tanning Extracts

Ches'nut extract, clarified, 25% tannin, tks.	lb.	.039
Bbls., l.c.l, .046; c.l.	lb.	.046
Powdered, bags, c.l.		.11
Cutch, solid Borneo, 55% tannin, plus duty		.08½
Gambier Extract, 25% tannin, bbls.	.09½	.12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.		.0525
Bbls., c.l. and l.c.l.		.0675
Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.		.06¼
Quebracho extract		
Solid, ord., basis 63% tannin, c.l., plus duty		8 5/16
Solid, clar., basis 64% tannin, c.l.		.09
Liquid, basis 35% tannin, bbls.		.08
Ground extract		.16½
Powdered super spruce, bags, c.l., .05¼; l.c.l.		.05½
Spruce extract, tks. f.o.b. works		.01¾
Wattle bark extract, solid		.07

Tanners' Oils

Cod oil, Nfld., drums	.90
Castor oil No 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.17-.18
Cod, sulphonated, pure 25% moisture	.12
Cod, sulphonated, 25% added mineral	.11
Cod, sulphonated, 50% added mineral	.10
Linseed, raw tks., drums, c.l., and l.c.l	.18-.19
Neatsfoot, 20° C.T.	.27
Neatsfoot, 30° C.T.	.25
Neatsfoot, 40° C.T.	.21
Neatsfoot, extra drums	.22
Neatsfoot, No. 1, drums	.24
Neatsfoot, sulphonated, 75%	.16
Olive, dom. denatured, bbls., gal.	4.00-4.25
Waterless Moellon	.15
Moellon, 20% water	.13½
Moellon, 25% water	.12½
Artificial Moellon, 25% moisture	.12½
Chamois Moellon	.10½
Common degras	.10-.13
Neutral degras	.20-.22
Sulphonated tallow, 75%	.10
Sulphonated tallow, 50%	.08
Sponging compound	.11½
Split oil	.11½
Sulphonated sperm, 25% water	.17
Petroleum Oils, 200 seconds viscosity	.12
Petroleum Oils, 150 seconds viscosity	.13
Petroleum Oils, 100 seconds viscosity	.11

HIDES and SKINS

Big packer hides active, generally steady. Packer calfskins move well. Horsehides find renewed interest. Other markets fair to slow.

Packer Hides

Market active this week. Big packers sold about 62,000 hides in a steady to ½c lower way. Only decline was registered in some Riverpoint light native cows which sold at 25½c, compared to 26c business in last trading. Heavier grubbing of these hides reported to be responsible for decline. One car of light Texas steers sold at ½c higher, 23c Chgo. basis, but this advance did not preclude advances in the branded steer line in general. Greater portion of hides sold at steady money.

Branded selections well sold up. Sellers are moving Nov. branded cows in many cases; some are even working on Nov. branded steers. Native hides, however, are somewhat draggy. Light cows particularly are dragging, quite a number felt to be available. Native steers hold their own.

Market in a peculiar position. Tanners show enough demand to keep market fairly well cleaned up of certain selections. With the kill light, packers are not stocking up any particular selection except light cows, and native hides aren't running heavy at this particular time.

Small Packer Hides

Small packer market subjected to very choosy demand situation on the part of tanners. While the unmoving hides are not large in number, the mere fact that they have been around for some time is testimonial to the very fussy demand that buyers show these days. Tanners think that the market on 48/50 lb. average Midwestern allweight native steers and cows is around 23 to 23½c selected, depending upon quality, with the 50 lb. hides quoted at the inside price. However, sellers are of a mind that these hides should bring 24c at least, but must recognize the fact that buyers will not pay more than 23c selected. Lighter hides, of course, will bring more money.

Midwestern 44/45 lb. hides will get tanners talking around 24½ to 25c selected, but sellers want 26c selected. Southwestern light hides around 40/41 lb. average are offered at 27c flat but receive no attention. Buyers will go to 26c flat, but that is all.

Particularly good lots of hides wanted but hard to find. Light average weights, especially good take-off, short freight lots and similar advantages, are the things that bring buyers around. There is a general lack of interest in the market, tanners feeling that there are too many uncertain things today to permit them to do much.

Packer Calfskins

Considerable trading in the "Big Four" market this week—all at steady money. About 50,000 Northern calfskins have moved plus a few Riverpoints, all prices steady. Northern calf is quoted at 65c for lights, 55c for heavies. Riverpoint production is quoted at 57½c for lights, 47½c for heavies. New York trimmed calfskins, packer production, are quoted at $4.25 for 3 to 4's, $4.75 for 4 to 5's, $5.25 for 5 to 7's, $5.75 for 7 to 9's, and $7.00 for 9 to 12's. Big packer regular slunks are quoted at $3.00, last sales.

Packer Kipskins

Nothing done in kipskin market this week. Steady money will probably be paid in next business, tanners say, but this assumption is based purely on the fact that there aren't many kip around. Northern native kipskins are unchanged at 50c, overweights at 45c. Brands are 2½c less. Southwestern kipskins are quoted at 47½c, overweights at 42½c.

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	24 -25	24 -25	24 -24½	28
Ex. light native steers	29½	29½	29½	29
Light native cows	24 -27⅞	25 -27⅞	24½-27	26½-27
Heavy native cows	24 -24⅞	24 -24⅞	23½-24⅞	27 -27½
Native bulls	17½	17½	17½	17
Heavy Texas steers	22	22½	21½	26
Light Texas steers	23	22½	22½	26
Ex. light Texas steers	26½	26½	25½	27
Butt branded steers	22	22½	21	26
Colorado steers	21½	22	20½	25½
Branded cows	23½-24½	23½-24½	22½-23½	25½
Branded bulls	16½	16½	16½	16
Packer calfskins	55 -65	55 -65	55 -65	45 -52½
Chicago city calfskins	40	40	40	30
Packer kipskins	45 -50	50	50	35
Chicago city kipskins	26 -27n	35	35	25

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Oct. 26	Close Oct. 19	High For week	Low For week	Net Change
December	21.75	21.15B	21.85	21.15	+60
March	20.01B	19.60	20.17	19.50	+41
June	19.70B	19.20B	19.60	19.45	+50
September	19.40B	18.90B	....	....	+50

Total sales: 314 lots

Country Hides

Country hide market slow again this week. Tanners failed to show any interest in the offerings and sellers were not pushing the issue. Since there are not many hides around, sellers are not too worried. Ideas of price in this market are varied, but generally run around 18½ to 19c flat trimmed for 48/50 lb. average allweight 1's and 2's, FOB shipping points, depending upon quality. Lighter hides will bring more money, some talking up to 22c, flat trimmed on very light hides of locker plant production. However, these intermediate prices are hard to define due to wide variances of opinion. Country bulls are quoted around 13c.

City and Country Calfskins

Market for city and country calf continues slow. Quiet business has been going on for quite some time at private prices, traders say, but there are still some skins around. However, tanners are showing little interest. City untrimmed calfskins are quoted around 40c, depending upon quality. Country calfskins range 28 to 30c depending upon quality, the lights alone quoted at the outside price. However, sellers want more than 30c for straight country lights. New York trimmed collector calfskins are quoted at $3.65 for 3 to 4's, $4.15 for 4 to 5's, $4.65 for 5 to 7's, $5.15 for 7 to 9's, and $6.25 nominal for 9 to 12's.

Country Kipskins

Nothing new in country kipskins. Quotations of 26 and 27c by tanners fail to loose any offerings. Sellers of a 29c mind, hoping to find some buyers around that price. However, there are not many tanners willing to pay 27c for country kip. City skins are figured around 35c, depending upon quality, with demand slim. New York trimmed collector kipskins are unchanged at $7.00 for 12 to 17's and $8.00 for 17's and up.

Horsehides

Horsehides have come back considerably since the drop of two weeks ago. Sellers are finding more interest from tanners for whole hides, some willing to pay around $10.50 to $10.75 for trimmed Northern and Midwestern take-off mixed slaughter-renderer hides. Asking prices are around $11, however, and sellers are becoming a little more obstinate about taking less. Fronts are quoted variously, prices ranging from $7.50 to $7.75, depending upon size, basis 58 inches and up, for good No. 1 Northerns. Butts, basis 22 inches and up, are figured around $3.50 to $3.75 according to quality, FOB shipping points.

Sheep Pelts

Shearling market slow. No. 1's are finding less demand from Mouton tanners and many shearlings of not so good quality, or less than the premium quality, are going for as little as $2.25. Premium quality No. 1's have brought as much as $3.25. There is good demand for No. 2's and No. 3's, however, as garment tanners are interested in picking up a substantial amount of

lining stock. Some No. 2's have brought between $2.00 to $2.25, while No. 3's have gone around $1.70.

Pelts are quiet, prices unchanged at $3.00 to $3.10 per cwt. for good quality Western lambs. Natives are about 75c less. Pickled skins are holding very quiet, sellers quoting the market in a range of about $12 to $13 per dozen. Some buyers claim good quality pickled skins can be had for as little as $10. Slowness of market has made some sellers eager to take on business.

Dry Sheepskins

Little change in the raw stock markets. No new developments in Fulton County. Some shippers at origin, particularly Brazil, are unwilling to make offerings as they feel that prices may be higher when the strike is settled and buyers resume operations. Recent sales of Brazil cabrettas at $12.50-$13.25 and Cape glovers on the basis of $18.00. Some sellers feel that they could trade on additional quantities at these levels, if buyers were interested.

Relatively few offers of Nigerians and the market is nominal. Some quarters state that Kanos are quoted $13.25-13.50 and Sokotas about a $1.00 more, depending upon weights and selections, flat basis. Others had offerings of Sokotas at 75c per lb. for primes and 68c for number twos. The reason for recent U.K. interest in Cape glovers at advances due to fact that they have been receiving glove leather orders caused by the Fulton County strikes and are covering the skins. Generally, buyers ideas here around 125 shillings for Cape Town abattoirs but U.K. has been bidding more.

Wool markets have firmed up at origin with reports from Australia that markets are firmer reflecting the stronger wool market. Very little buying done here on that account as pullers state that our wool has not advanced proportionately and therefore cannot meet the increases asked. The South American market is also strong and reports indicate that asking prices are even higher than latest Australian prices. France is said to be in the Argentine market.

Good demand for shearlings and most of the spot lots have been cleaned up with sellers stating that further quantities are wanted but few available. Capes are said to be too high on offers received for shipment as England has been operating and paying higher levels than those indicated by U. S. buyers. Relatively few offerings of Australians or Argentine shearlings.

Reptiles

Madras bark tanned whip snakes, 4 inches up, averaging 4½ inches, 70/30 selection, sold at $1.10-1.12 with shippers now asking $1.15-1.20 for business while cobras sold at 86c. and 87-88c and even as high as 90c and 95c being asked. Vipers, 4½ inches up, averaging 5½ inches, 70/30 selection, sold at 55c. Calcutta bark tanned whips, 4 inches up, averaging 4½ inches, 60/40 selection, held at 75c. Cables state that lizards have firmed up and some recent offerings of Calcutta oval grains have been quietly sold. Shipments for the first six months only totaled 75,000 skins, with only 20,000 coming to U. S.

Wet salted Calcutta crocodiles, 12/40 inches, averaging 18 inches, held at $1.00 an inch and no takers. Siam market is strong and latest cables say supplies are scarce and demand good. Shippers advanced their ideas 2c to 3c. Some 8 inches and up aers, 2½ kilos average, offered at 22c for Jan.-March shipment with buyers willing to meet this figure, if Nov.-Jan. shipment.

Chouyres, 8 inches and up, 3.3 kilos average, sold at 56c and up to 60c asked for prompt shipment, 3 kilos average. Skins averaging 2.2 kilos, Jan.-March shipment held at 45c and with no minimum weight or kilo average at 43c. Most buyers are only interested in immediate delivery but stocks are scarce. Ring lizards, 25 centimeters and up, averaging 30 centimeters, 50/50 selection, held at $1.00. Brazil giboias have been selling at 70-75c fob. and outside now asked. Argentine situation unchanged.

Deerskins

While tanners are operating sparingly, reports from Brazil that active buying has been going on in "jacks" at from 66c fob. up, basis importers. Undertone is firm and shippers show no inclination to reduce prices and make small offers.

Pigskins

Very few offers made and at high prices. Most shippers talk $1.80-1.85 fob., basis importers for Manaos grey peccaries and bids of $1.70 fob. said to have been refused with the usual 10c reduction for blacks. Para grey peccaries offered at $1.60 fob. However, there were reports of some business in Northern Brazil peccaries at $1.65-1.75 fob., basis importers for greys and 10c less for blacks, on best descriptions. Holders of carpinchos talk high prices and buyers not operating.

Goatskins

Conditions continue quiet as tanners show little interest in light, firmly held offerings. Some European buying reported to be pushing prices toward pre-devaluation levels. Shippers cannot offer Batis and Addis-abebbes at prices acceptable to tanners. Further sales reported in Berberahs and Hodidahs but prices withheld. Recent offering Honan goatskins reported 50/50 percent first and seconds, 133 lb. average, 60 percent white and 65 percent short haired at $9.00 per dozen ex dock. No recent offerings of Hankows or Szechuans.

India picture firmer with offerings of Southern India Coconadas and Deccans at basis price of $11.25 per dozen c&f. for 1.70/1.80 lb. sea salt cured skins. Few scattered sales of Bombay Amritsars at $10.00-10.50 per dozen c&f for 1200 lb. skins. Higher offers ignored. Good volume Red Kanos goatskins sold at $1.20 per lb., c&f.

Czechoslovakia has 113 shoe plants, the larger ones nationalized. Prewar annual shoe output was around 60,000,000 pairs, but at present is short of that figure. Eighty percent of the shoe exports are shipped from the vast Bata plants.

In Colombia, a recent official government decree forces barefoot workers to wear shoes. Employers must give a free pair of shoes every six months to permanent workers getting less than $46 a month wages.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is $5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs $2.00 per inch for each insertion.

Undisplayed advertisements cost $2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and $1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Lines Wanted

ESTABLISHED Tanners' and Manufacturers' Agents are interested in obtaining an additional representative line for the St. Louis Territory.

Address L-16,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

ONE 3-Foot Parson's Dinker, with Block No. 726.

M. Ross Masson Co.
2160 Montcalm St.
Dept. L & S
Indianapolis 2, Ind.

Moellon Degras (20% Water)

offered for immediate shipment from Holland. Interesting price.

Write Box Z-1
Leather & Shoes
20 Vesey Street
New York, N. Y.

For Sale
Complete Sole Leather Tannery Equipment

UNHAIRING AND FLESHING MACHINES
2—Turner 10½ foot No. 22 Unhairing
2—Turner 9 foot No. 12 Unhairing
3—Turner 9 foot No. 12 Fleshing
SETTING MACHINES
2—Woburn 64" Type B
5—Turner 36" Drum
6—Turner 72" Drum
PENDULUM ROLLERS
6—sets of four units—Shapley-Wells
4—sets of two units—Shapley-Wells
BLEACHING MACHINES COMPLETE
2—9 foot Carley Heater
MONORAIL HOISTS
2—Shepard Niles D.C. cab operated
One 5 ton and one 3½ ton
Rocker Machinery, Pumps, Mills, Tanks, Motors, Unit heaters, Circulating Fans, Transporters, Trucks and other miscellaneous equipment.
All equipment available for inspection at
THE AMERICAN OAK LEATHER CO.
KENNER AND DALTON AVES.
CINCINNATI 14, OHIO

Foreign Agents

WILL GRANT EXCLUSIVE SALES RIGHTS to financially responsible and experienced individuals or concerns qualified to serve foreign customers. Have high-production cement presses for sole-stitching in shoe factories. Also, complete line of presses and equipment suitable for the shoe repair industry. Write LAMAC PROCESS CO., ERIE, PA.

Situations Wanted

Leather Chemical Engineer

PENNSYLVANIA licensed chemical engineer with experience in mechanical leather tanning and fabrication, desires position with responsibility.

Address L-10,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Shoe Supplies Salesman

WITH EXCELLENT FOLLOWING, interested in representing manufacturer or distributor of shoe supplies in New England. College graduate with car. Wide experience in selling coated and synthetic shoe products, innersoling, fabrics, combining and platform materials. Write Box X-1, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Making Room Foreman

WITH LONG EXPERIENCE on all types of women's shoes. Can take full charge of both lasting and making rooms in California process factory. Best of references. Prefers New England location. Address L-19, c/o Leather and Shoes, 10 High Street, Boston 10, Mass.

For Sale
Sheridan Embossing Press
Sixe 26 x 54 Model 9AH

with steam heated platens for 125-lb. pressure. Complete with Taylor indicating controllers, automatic timer for closure, Reeves No. 00 on wind up with 15 h.p. motor, complete with all accessories.

Excellent condition . . .
Immediate delivery.

Address L-18, c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Superintendent

GENERAL SUPERINTENDENT for factory making ladies' high class shoes in Metropolitan New York. State qualifications, age, etc. Replies confidential.

Al Howe Services,
6245 S. Ashland Ave.,
Chicago 36, Ill.

Stitching Room Foreman

STITCHING ROOM FOREMAN wanted by Eastern New York shoe manufacturer. Man capable of handling complete supervision. State age and experience.

Al Howe Services,
6245 S. Ashland Ave.,
Chicago 36, Ill.

Leather Finisher

LEATHER FINISHER experienced in all types of leather to sell and demonstrate water soluble pigments, binders, top seasons, lacquers, etc. Must be prepared to travel extensively. Address L-1, c/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

Experienced Finisher

WANTED: Experienced finisher qualified on all fancy leathers, water and lacquer. Must be able to handle labor and production. An excellent opportunity for the right man. Address L-17, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

OPEN POSITIONS

1. Pattern Man on California type shoes. High calibre applicant, Eastern New York State.
2. Experienced Packing Room Foreman, ladies' high class shoes, Eastern New York State.
3. Top Notch designer, California process, Eastern New York.
4. Shoe plant supervisor and production manager, Eastern New York.
5. Shoe Packing Room Foreman, Eastern New York.
6. Salesman for Penn., Md., Del., Va., and N.C. Experienced in composition soling and colored crepe.

We have applicants for every department in the shoe industry — foremen, superintendents and salesmen. Write us for any positions you wish filled.

AL HOWE SERVICES, Inc.
(A Management Service)
6245 S. Ashland Ave.,
Chicago 36

Coming EVENTS

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill. Sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Headquarters at Palmer House.

Nov. 2-3, 1949—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe Travelers Show, William Penn Hotel, Pittsburgh, Pa.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 6-10, 1949—Fashion Shoe Show of America, sponsored by New York Shoe Board of Trade, Hotel McAlpin, New York City.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Nov. 28, 1949—15th annual banquet and entertainment, 210 Associates, Waldorf-Astoria Hotel, New York City.

Dec. 4-6, 1949—Spring Shoe Show sponsored by the Indiana Shoe Travelers' Association, Inc. Hotel Severin, Indianapolis, Indiana.

Jan. 7, 1950—Annual Banquet, New England Shoe Foremen and Superintendents' Assn., Inc., Imperial Ballroom, Hotel Statler, Boston, Mass.

Jan. 21-25, 1950—Annual Mid-Atlantic Shoe Show, Philadelphia, Pa.

Index to Advertisers

BY MACHINE

BY HAND

BY SPRAY

...these Slip Lasting Cements Apply _Easily_, Adhere _Better!_

Users tell us that they look for dependability above all other features in cements for slip lasting . . . and that is what they obtain with these job-tested adhesives! When new or special cementing problems arise, ask the United man to demonstrate the cements available for that operation so that you can select the particular cement which will best suit your production conditions.

3 Favorite Latex Type Cements for Sock Linings, Platforms, and Covers

- **Be Be Tex 860** — Applied three ways. Heavy viscosity. Strong bond. Good drying time without heat or can be force dried. Overnight tack.
- **Be Be Tex 861** — A recent addition. Heavy viscosity. Strong bond. Good drying time without heat — can be force dried and remains extremely tacky overnight.
- **Be Be Tex 819** — Medium heavy. Strong bond. Dries fast. Overnight tack except when force dried.

Be Be Bond
Be Be Tex Cements

Products of B B Chemical Co.

UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS